

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

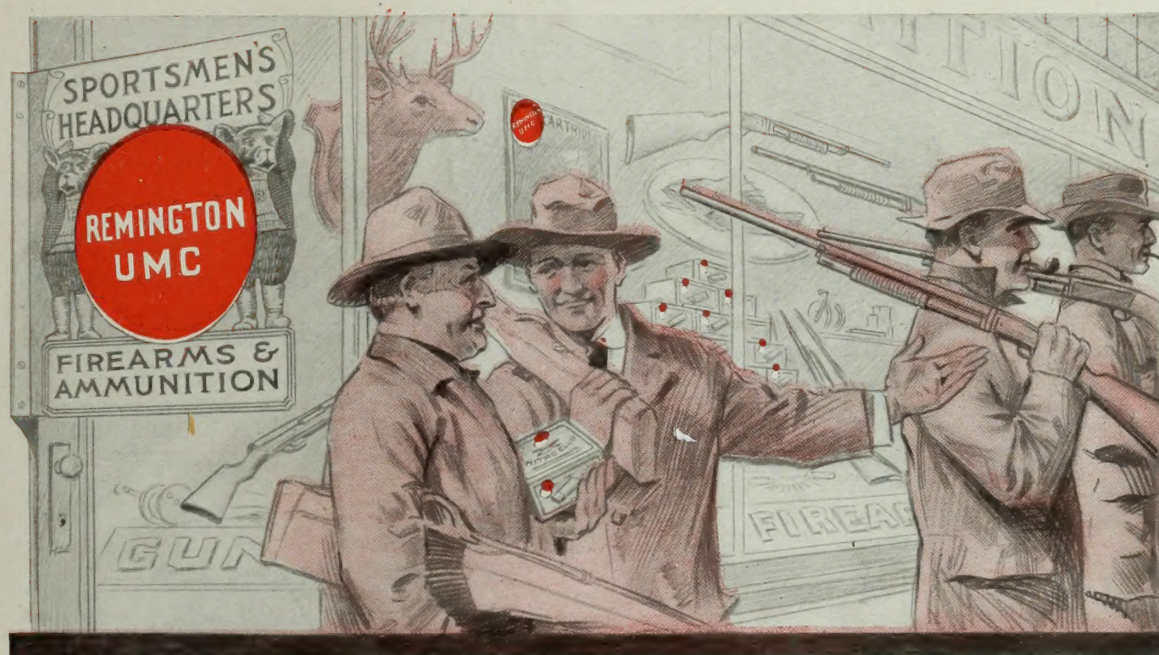
April 15

No. 16

THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA



The Sign of Sportsmen's Headquarters and the Dealers Who Feature It

With thousands of sportsmen, hunters and trap shooters using Remington UMC now, it is becoming easier every day for dealers throughout the country to specialize on Remington UMC Arms and Ammunition.

Every year more dealers are lining up with the trend of the best trade—putting more and more emphasis on Remington UMC, and placing themselves in position to get the cream of the business in their communities.

The **Red Ball Mark of Remington UMC** is known from coast to coast. It has come to be accepted as the sure Sign of Sportsmen's Headquarters in every town, and carries with it all the prestige accorded to Remington UMC by the shooting public.

The Red Ball Mark of Remington UMC made up in a number of attractive displays—Window Transparencies—Outdoor Signs—Counter Signs—one or all furnished **free upon application**.

Write us what displays you need, and we will supply them at once.

It is a good idea to get the signs up in advance of the season—and to **keep** them up, if only as a means of showing your customers that you are ready!

REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY

(Contractors to the British Imperial and Colonial Governments)

WINDSOR, ONTARIO

Jobbers Everywhere

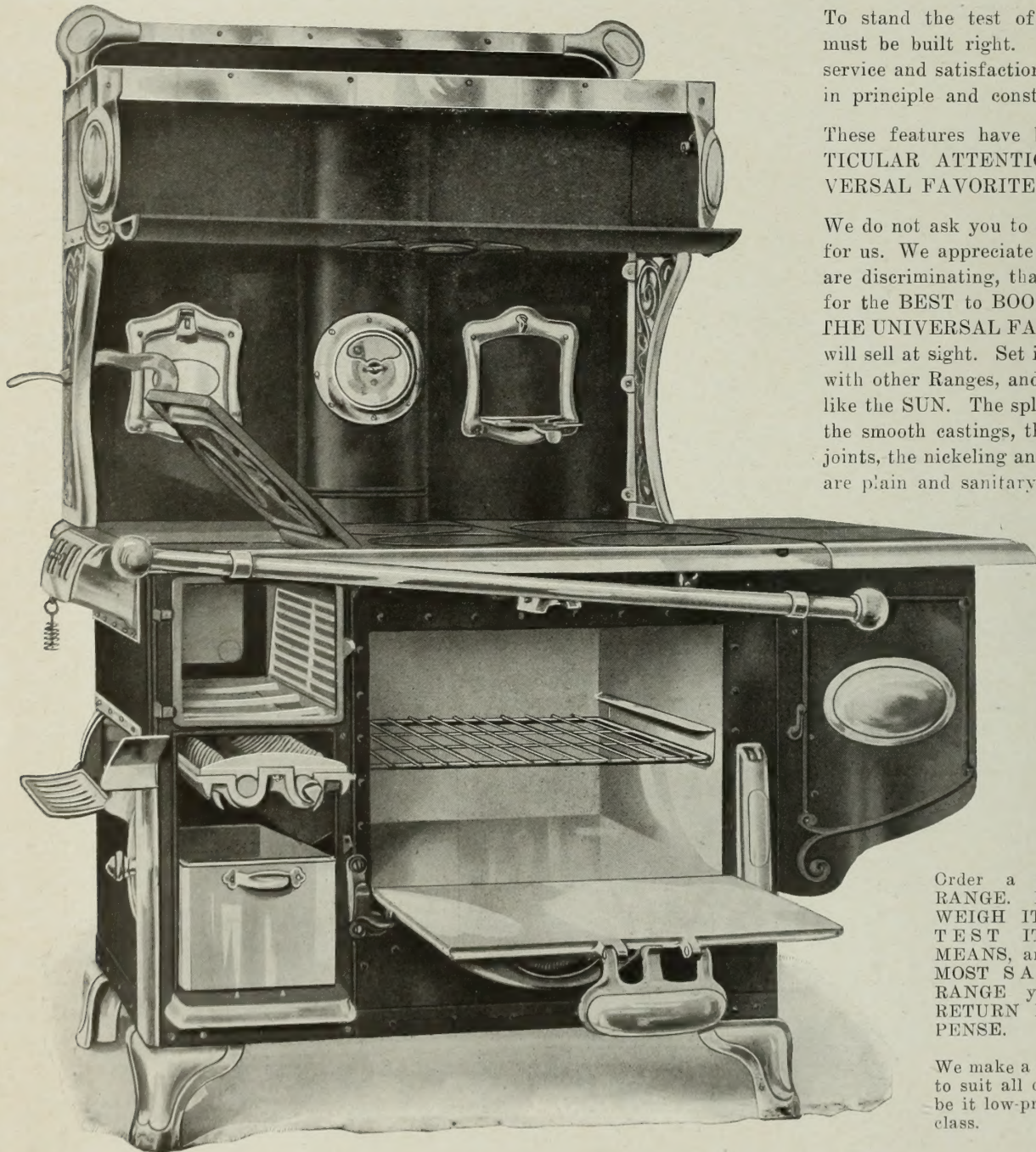
London, Eng.

New York, U.S.A.

Appearance—Long Service—Convenience

The idea is carried out at every step
in the manufacture of

The Universal Favorite Range



To stand the test of time a RANGE must be built right. To give constant service and satisfaction, it must be right in principle and construction.

These features have been given PARTICULAR ATTENTION in the UNIVERSAL FAVORITE.

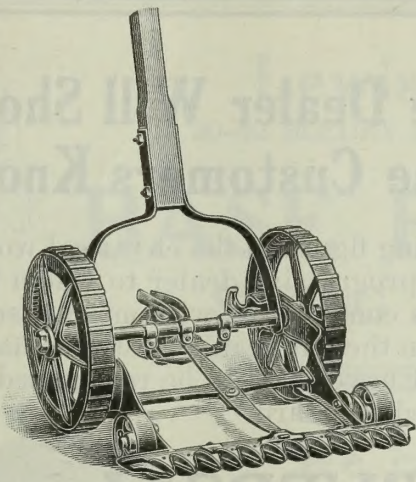
We do not ask you to make experiments for us. We appreciate the fact that you are discriminating, that you are looking for the BEST to BOOST your business. THE UNIVERSAL FAVORITE RANGE will sell at sight. Set it up in your store with other Ranges, and it will stand out like the SUN. The splendid appearance, the smooth castings, the perfectly fitted joints, the nickeling and decorative parts are plain and sanitary.

Order a sample of this RANGE. EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS, and if it is not the MOST SATISFACTORY RANGE you ever handled, RETURN IT AT OUR EXPENSE.

We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT.,
AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta



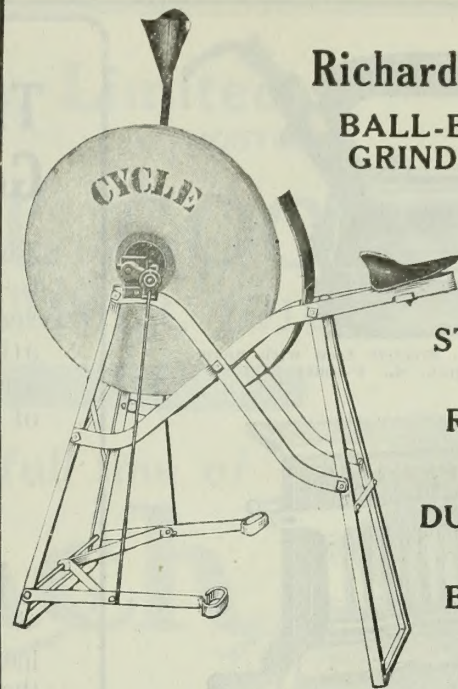
The "Clipper" Mower

This Clipper Mower is built on the right principle. It will not kill the grass, as this mower does not touch the grass until it cuts it.

The cutter bar is directly in front of the wheels. The wheels on a "Clipper" will never roll down the grass, as do the wheels on other mowers. The small gauge wheels at the sides are set at the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground. In fact, we believe that this is the only lawn mower for you to sell.

Write for information and prices and learn about our exclusive territory to dealers.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS



Richards-Wilcox BALL-BEARING GRINDSTONES

are without
an equal for

**STRENGTH,
EASY-
RUNNING
and
DURABILITY**

**Genuine
Berea Grit**

THE LINE

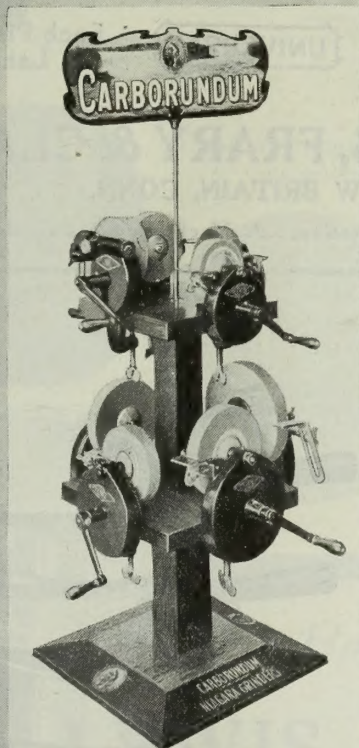
No. 300—"Cycle."
No. 400—"Victor."

No. 025—"King."
No. 320—"Family."

All Ball-Bearing and Guaranteed.

**Put a couple
out in front and
let them sell
themselves.**

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

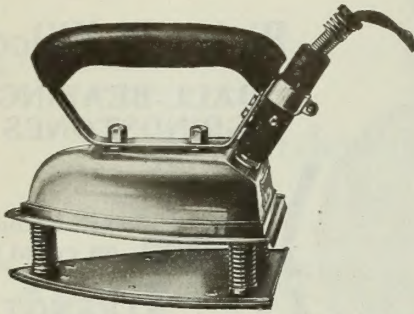


CARBORUNDUM NIAGARA GRINDERS

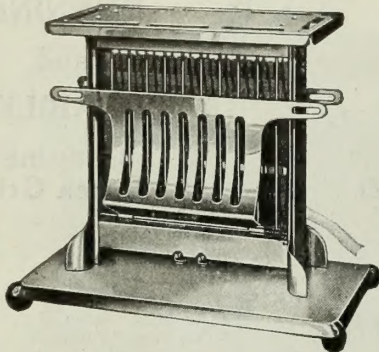
HAVE your display stand equipped with a well assorted stock of Carborundum Niagara Grinders, then put it in some prominent place. Don't forget that every man who comes into your store and turns the handle "just for fun" is a possible customer.

Its Up to You to Make Him a Purchaser.

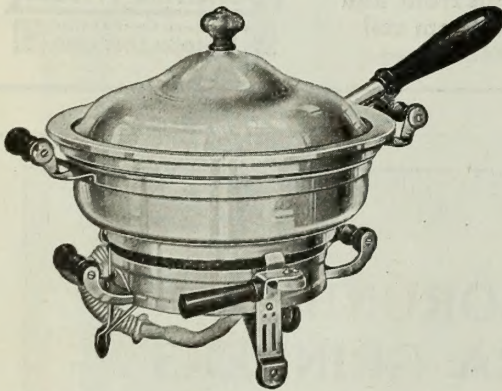
The Carborundum Company
Niagara Falls, N. Y.



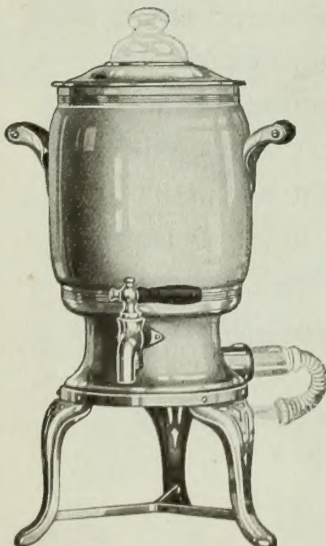
UNIVERSAL Electric Iron with Snap Switch, No. E-9081.



UNIVERSAL Electric Toaster No. E-946.



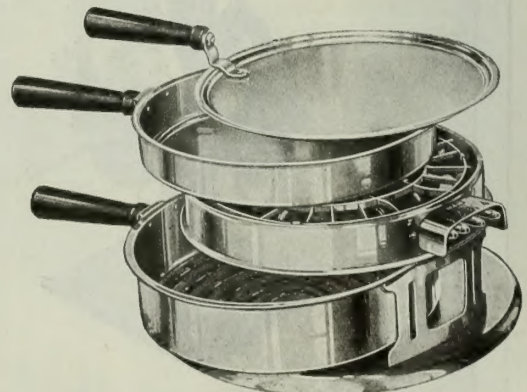
UNIVERSAL Combination Disc Stove and Chafer, No. E-9810.



UNIVERSAL Electric Coffee Urn No. E-9136



UNIVERSAL Electric Tea Ball Tea Pot No. E-904.



UNIVERSAL Electric Four-Heat Grill No. E-984.

The Live Dealer Will Show Goods the Customers Know

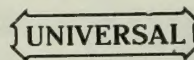
The commanding figure in the electrical world to-day is that progressive dealer to whom the realization has come of the wisdom of associating himself in the public mind with the name and goods that have come to be recognized as of unquestioned standard.

UNIVERSAL Electric Home Needs

have since their conception taken a foremost place in the ranks of electric appliances noted for their rapid development and the up-to-the-minute features which they embody. The growth and popularity of UNIVERSAL Electric Home Needs is instanced by the fact that we now have to offer over 250 different appliances, more than was ever before presented to the electrical trade under our brand. From the very beginning UNIVERSAL Electric Home Needs have been consistently, nationally advertised until progressive people everywhere have come to know and ask for them as standard quality.

For prices, write your Jobber or direct to us.

This Trade-Mark
is on



Each Piece
or Label

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives : A. MacFarlane & Co., Montreal

If interested, tear out this page and keep with letters to be answered.



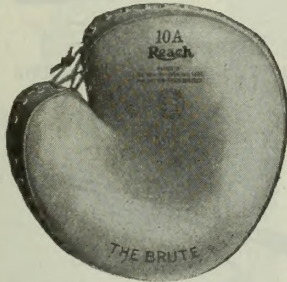
Lewis Bros., Limited
20-42 BLEURY STREET MONTREAL

BASE BALL GOODS

SPRING AND SUMMER, 1916

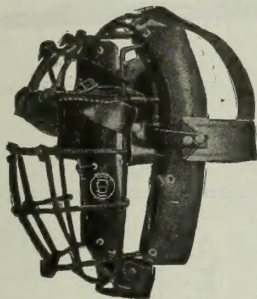


We carry a full line of
Reach



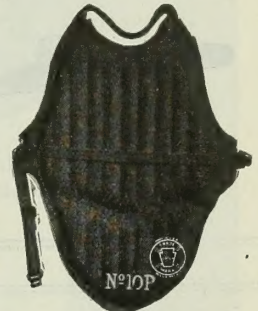
**Base Ball
Goods**

**Base Ball
Sundries**



**Fielders'
Gloves**

**"Official"
Base Balls**



**Basemen's
Mitts**

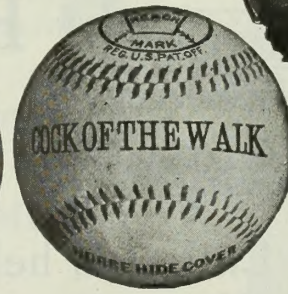
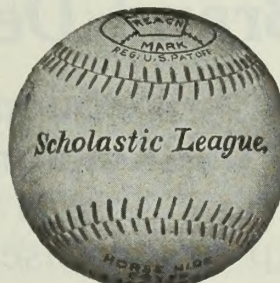
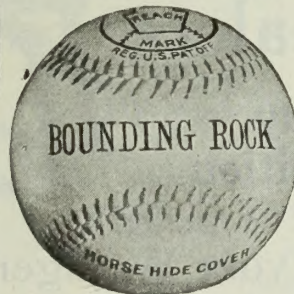
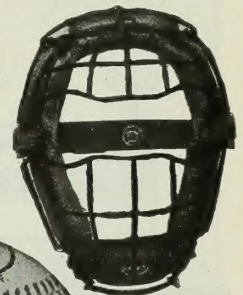
**Catchers'
Mitts**

Masks

Bats



If you have not already received Copy of Catalogue advise us and we will gladly send one promptly



Wholesale Hardware and Sporting Goods

LEWIS BROS., LIMITED
MONTREAL

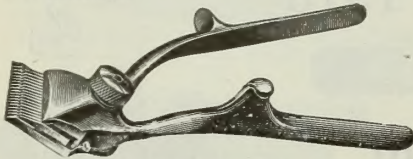


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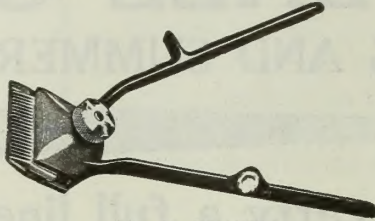
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

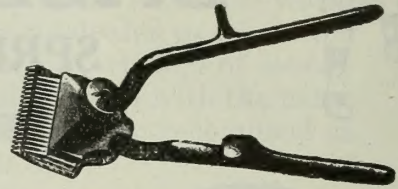
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



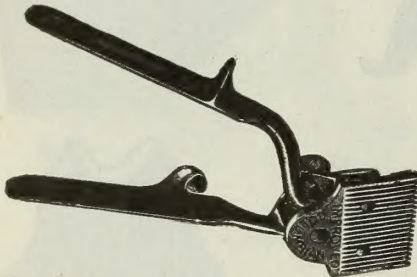
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



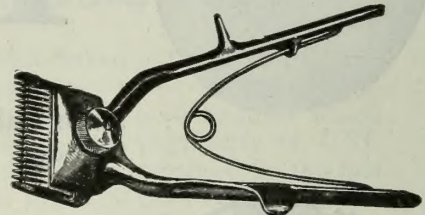
SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



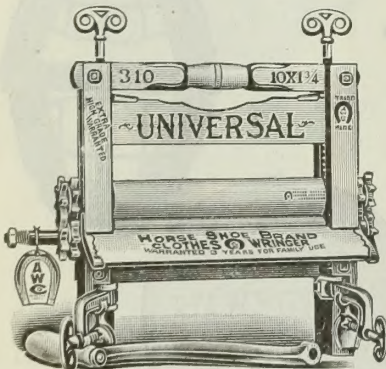
IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

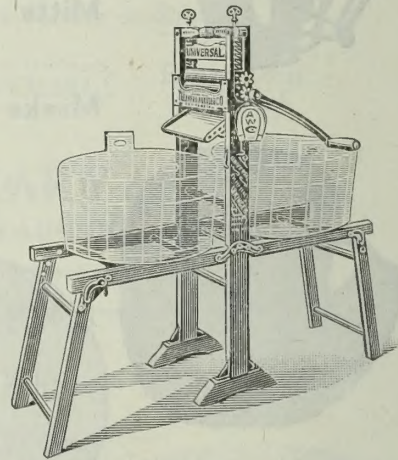
A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about \$1.00.



Join the Army
of
**Horse-Shoe
Brand Dealers**
We Supply
the Ammunition



Enlist our help to increase your Wringer sales. We are prepared to let you have electrotypes, show cards and circulars with your imprint, free of charge.

THE AMERICAN WRINGER COMPANY
Dept. "C." NEW YORK CITY, U.S.A.

If interested, tear out this page and keep with letters to be answered.

Starrett Tools



Micrometers

Vernier
Calipers

Combination
Squares

Steel Rules

Protractors

Levels

Calipers

Dividers

Hack Saws

Wrench Sets

Speed
Indicators

For Good Workmen

THE skilled mechanic uses the best tools because of pride in his work. He knows that his skill, aided by tools of utmost precision, makes him an accurate workman.

Starrett tools are the choice of skilled mechanics and the store carrying Starrett tools is assured of the trade of this class of buyers. In looking through the Starrett stock at his hardware dealer's every mechanic or engineer will find many tools and instruments that are exactly adapted to his work—that will make many a job easier and save time.

We deal direct with hardware stores.

Write for free Catalog No. 20-MA,
Prices and Discounts.

THE L. S. STARRETT COMPANY

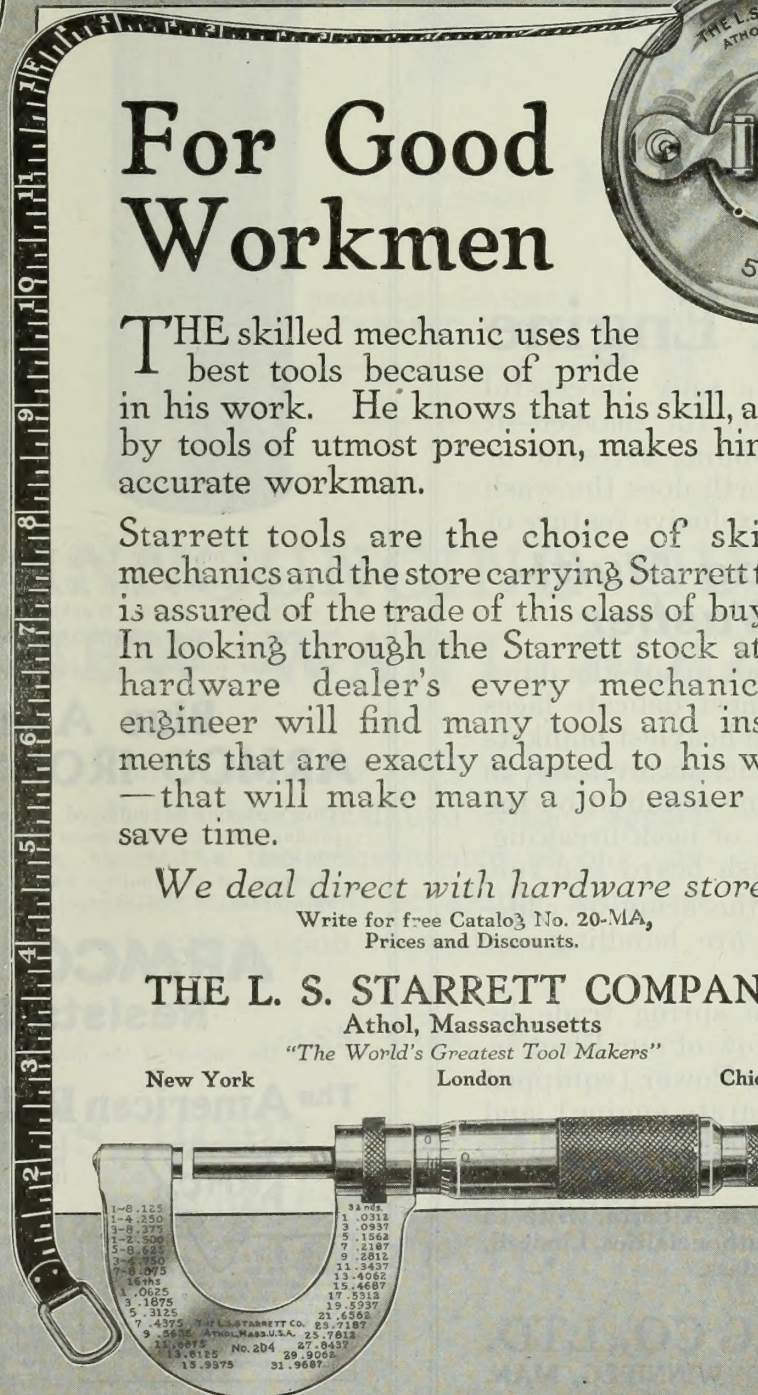
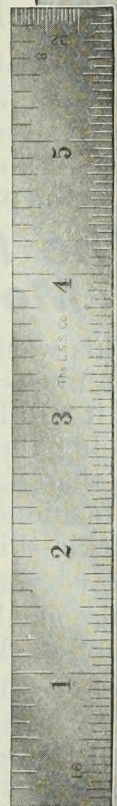
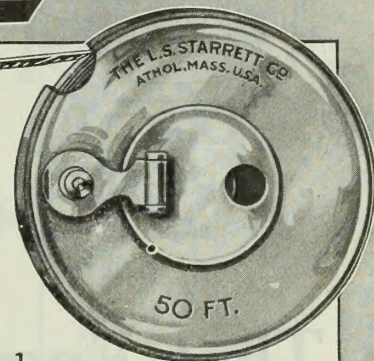
Athol, Massachusetts

"The World's Greatest Tool Makers"

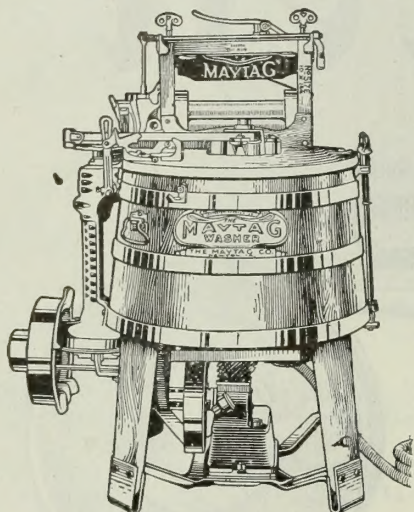
New York

London

Chicago



The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

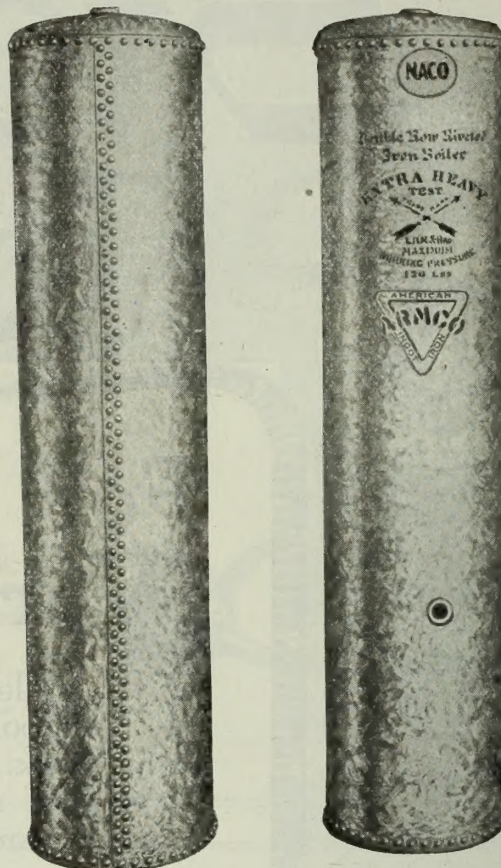
Have **you** joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

Galvanized Armco Iron Range Boilers



are built for Long-Time Efficiency by
L. O. Koven & Bro., 50 Cliff St., New York City.
Riverside Boiler Works, Cambridgeport, Mass.
W. A. Case & Sons Mfg. Co., Norristown, Pa.
and other progressive manufacturers, on a base of

Blue Annealed ARMCO IRON PLATES

This material is employed in hundreds of high-quality products by manufacturers who appreciate its superior working, welding and galvanizing properties, the evenness of its quality, and the fact that, far better than ordinary iron or steel,

ARMCO IRON Resists Rust

It is the choice of the men who look to the future.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

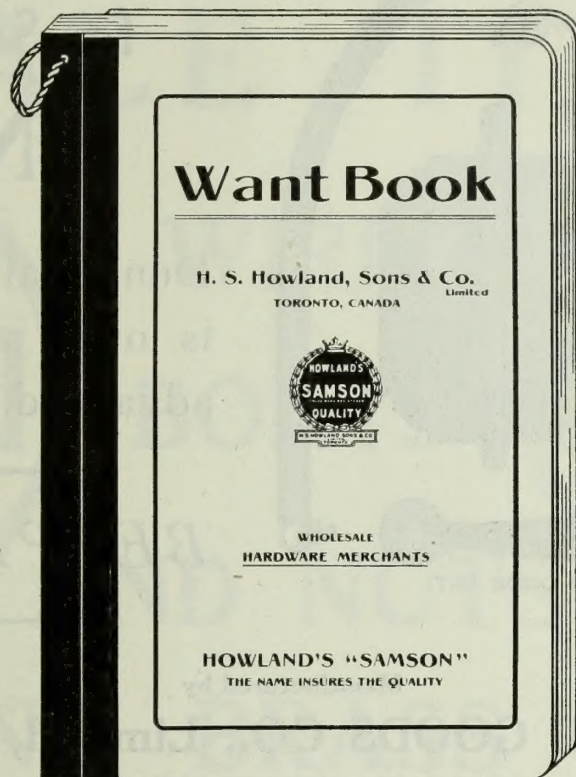
Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

If interested, tear out this page and keep with letters to be answered.



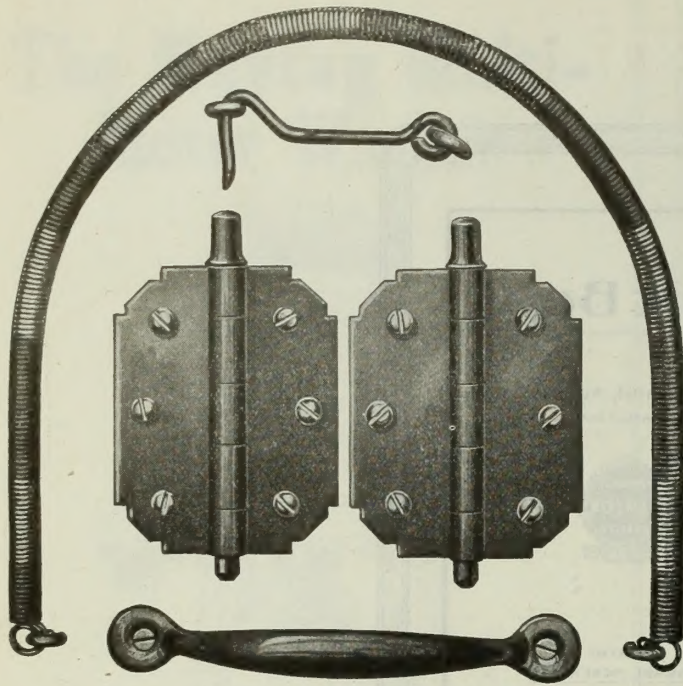
ANNOUNCING OUR NEW WANT BOOK

Our New Want Book is now ready. It has been designed with a special view to the convenience of our customers and will be gladly sent free of charge upon request.

ASK FOR IT.

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE
TORONTO
LIMITED

If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

Order Your Hardware
for Screen Doors

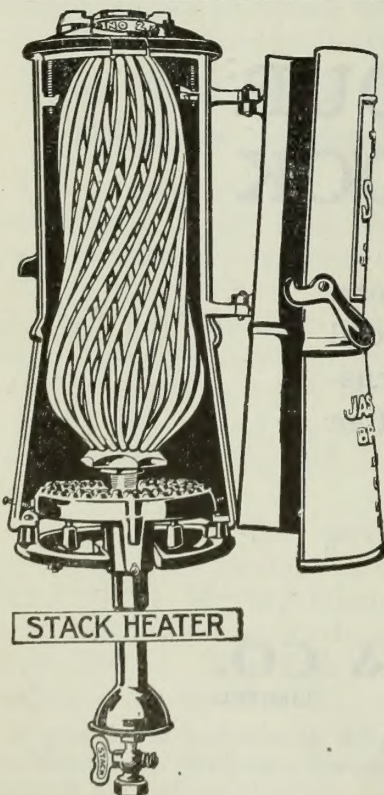
NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



THE SECRET OF POWER IN The Stack Gas Water Heater

Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

WROUGHT PIPE BALE TIES



WIRE
BOLTS
AND NUTS



IRON AND BRASS SCREWS
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM and Bell) (MRM)
Putty.

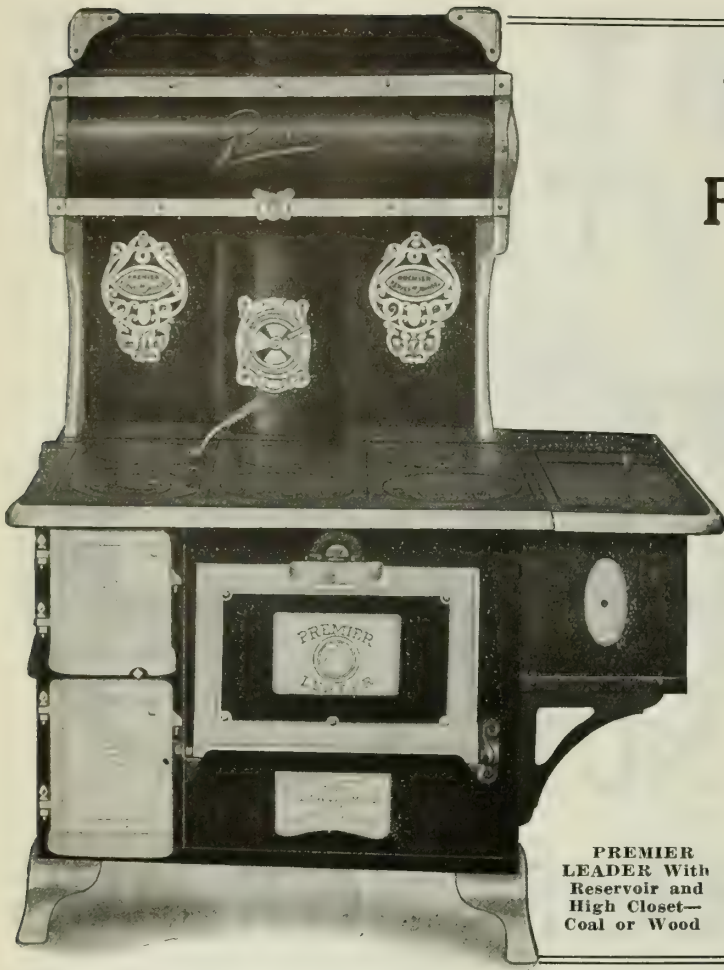
QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

If interested, tear out this page and keep with letters to be answered.



DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

PREMIER
LEADER With
Reservoir and
High Closet—
Coal or Wood

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

MONTREAL

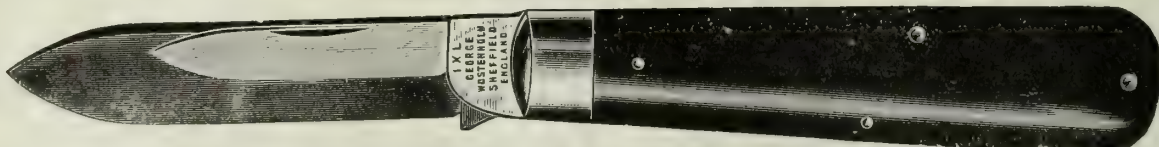
Winnipeg

Celebrated
QUALITY

I.XL

Cutlery
FINISH

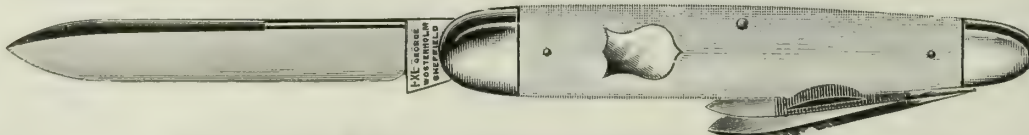
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292



No.
292

MADE IN OVER FOUR THOUSAND DISTINCTIVE PATTERNS

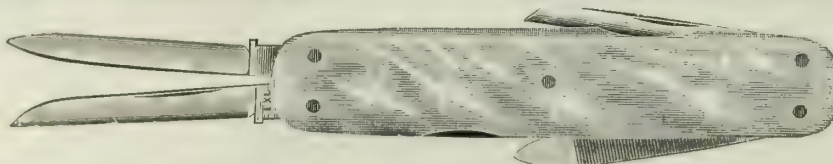
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896



No.
896

EACH BLADE HAND FORGED AND GUARANTEED

No.
1370



No.
1370

STOCKED BY ALL LEADING JOBBERS

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representative, MONTREAL

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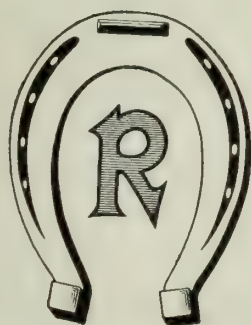


CASSEROLES



Round and Oval, with many new piercings, and with white, green and brown linings.

Principally in our Celebrated Horse Shoe Brand which is an absolute guarantee of Quality.

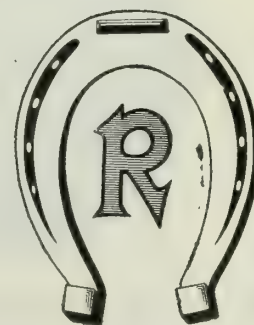


CANADIAN
WM. A. ROGERS, LIMITED

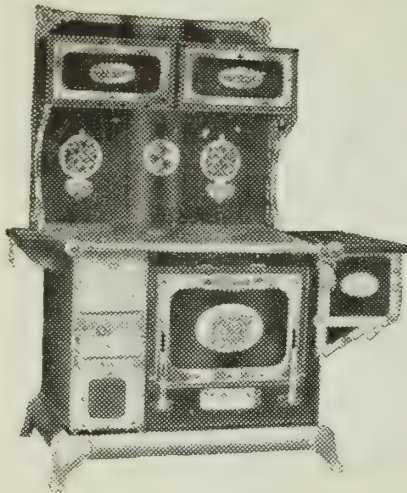
Silversmiths and Manufacturers of Electro Silver Plate
of all kinds and suitable for all markets.

FACTORIES AND SALESROOMS:
West King Street, Toronto, Ont.

BRANCH SALESROOMS:
Hammond Bldg., Albert St., Winnipeg, Man.



If interested, tear out this page and keep with letters to be answered.



Hartford Malleable
Range

To Stove Dealers:

If you want stoves that will not stay on the sample floor, BUT WILL SELL, write at once for descriptive matter and illustrations of

New, Up-to-the-Minute Patterns

with plain, smooth, satin finish, and at prices that are right.

They Sell

because they are just what the people are asking for.

Dominion Stove & Foundry Co., Ltd.

PENETANG, ONTARIO

(We solicit your business entirely by mail.)

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

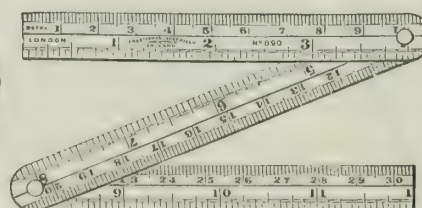
TRADE



MARKS

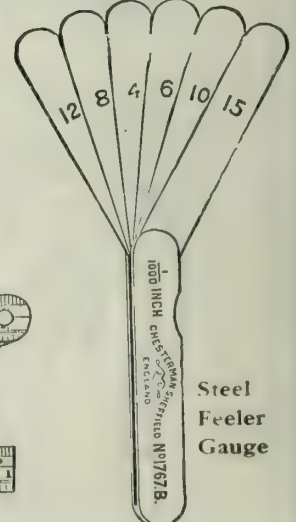
CONSTANTIA
J C

TREBLE



Steel Rules, Gauges, etc

Engineers' Small
Tools



Steel
Feeler
Gauge

If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

M-R-Co. Trough and Pipe

Including a Complete Line of Sundries of All Kinds



PIPE—10-ft. lengths; straight and true; wide, tight seam.



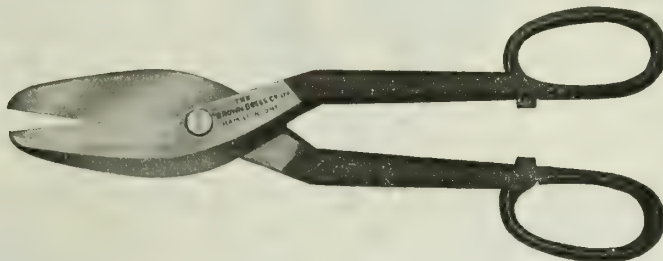
TROUGH—10-ft. lengths; die-stamped; joints absolutely snug.

M-R-Co. Die Stamped Eave trough Saves You Money! We Make It!

THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips
 Bench Shears
 Rivetting Hammers
 Setting Hammers
 Soldering Irons, all sizes

Punches and Chisels
 Hollow Punches
 Rivet Sets
 Gasoline Firepots
 Charcoal Firepots

Gas Firepots
 Steel Letters and Figures
 Cutting Nippers
 Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

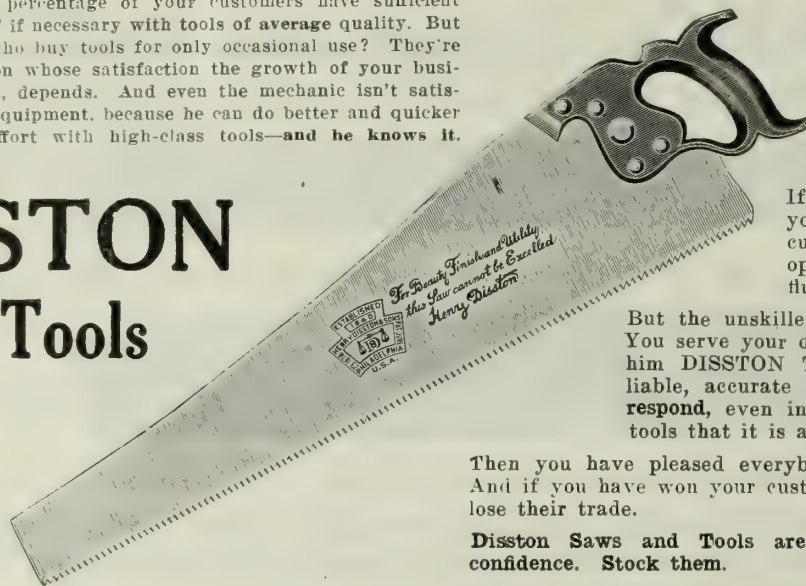
Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.

A GOOD MECHANIC CAN USE 'MOST ANY TOOL ---BUT HOW ABOUT YOUR OTHER CUSTOMERS?

Probably a small percentage of your customers have sufficient skill to "get along" if necessary with tools of average quality. But how about those who buy tools for only occasional use? They're the big majority on whose satisfaction the growth of your business, in large part, depends. And even the mechanic isn't satisfied with inferior equipment, because he can do better and quicker work with less effort with high-class tools—and he knows it. And he knows

DISSTON Saws, Tools and Files



If you can't give them to him you may lose a sale and a customer, but in any case his opinion of your store is influenced.

But the unskilled customer depends on you. You serve your own interests best by giving him DISSTON TOOLS—Tools that are reliable, accurate and serviceable; tools that respond, even in the hands of an amateur; tools that it is a pleasure to handle and use.

Then you have pleased everybody—mechanic and layman. And if you have won your customers' confidence, you can't lose their trade.

Disston Saws and Tools are a short-cut to customer-confidence. Stock them.

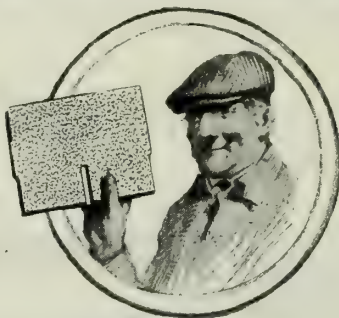
Get our free booklet of sales helps.

HENRY DISSTON & SONS, LIMITED

2-20 Fraser Avenue

Toronto, Ont., Can.

Made of the same
Standard Waterproofing
Materials as Paroid
Roofing.



Coated on the weather
surface with crushed
slate — Natural Colors,
Red and Green.

To a customer who is considering roofing a home, and does not want to pay the price of slate, the most attractive roofing you can offer is

NEPONSET SHINGLES

Neponset Shingles make a thorough waterproof roofing, that resists fire because of the slate surface. Being made double the size of ordinary shingles, they reduce the number of joints and nail holes, as well as the time of laying. Write for full particulars and you will realize great opportunities for great selling talks.

Write for our advertising campaign booklet.

BIRD & SON, Dept. V.
Hamilton, Ontario

WAREHOUSES—Winnipeg, Calgary, Vancouver,
Montreal, St. John, Edmonton



The Largest Manufacturers
of Roofings, Wall Boards
and Roofing Felts in Canada

If interested, tear out this page and keep with letters to be answered.

Our U.S. Poultry Fence is the Acme of Poultry Fences



NOTE THE POINTS
OF EXCELLENCE



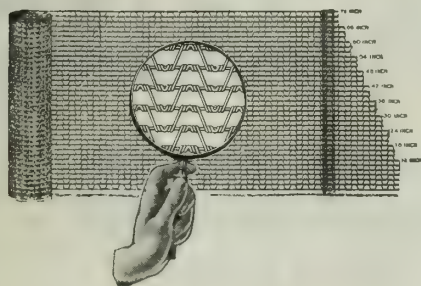
Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

It's so stiff, it does not require top rail and base board or so many posts as old style netting.

Guaranteed 5 to 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all mesh of uniform size. They can't be otherwise the way it is made.

It's not merely a substitute for old style netting. *It's something much better for the consumer and sells on sight.* It's the strongest, most sightly and best fence for the purpose yet invented.

Do not purchase Poultry Netting or Fencing until you have seen our Poultry Fencing—it will be a surprise and a revelation to you and your trade.



Those who have used our Poultry Fencing will not go back to the old style netting.

Made in heights from 12 to 72 inches, all wires 19 gauge, galvanized.

Put up in 150 ft. rolls and sold by the square foot. Our stock is complete at present and we would advise ordering at once to guard against scarcity later on.

Caverhill, Learmont & Co.

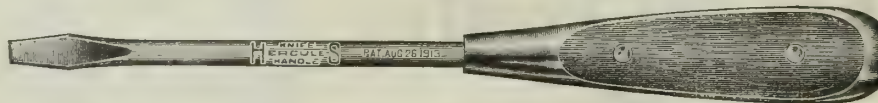
WHOLESALE DISTRIBUTORS
MONTREAL

If interested, tear out this page and keep with letters to be answered.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE



MASONS SIX-GLASS PLUMBS AND LEVELS

These Levels have two Level Glasses and four Plumb Glasses so arranged that no matter how the tool is taken up, one or more of them are available with which to level or plumb.

Each Glass is set solid in a metal case, which case is screwed into the level stock—a very much more satisfactory arrangement than were the glasses set directly into the wood.

The Glasses are protected on both sides of the stock by a glass disc which serves not only to protect the glass from breakage, but keeps dirt and moisture from the openings. Made in two lengths, 42 and 48 inches long.

THESE ARE NEW TOOLS—SEND FOR FURTHER DETAILS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



Reinforced Shot Shells

Reinforcing the head of a shot shell has proven of value, as the shooting strain comes at the breech of the gun, which must be so constructed as to easily eject the shell; therefore, anything that tends to lessen the breech strain is an advantage.

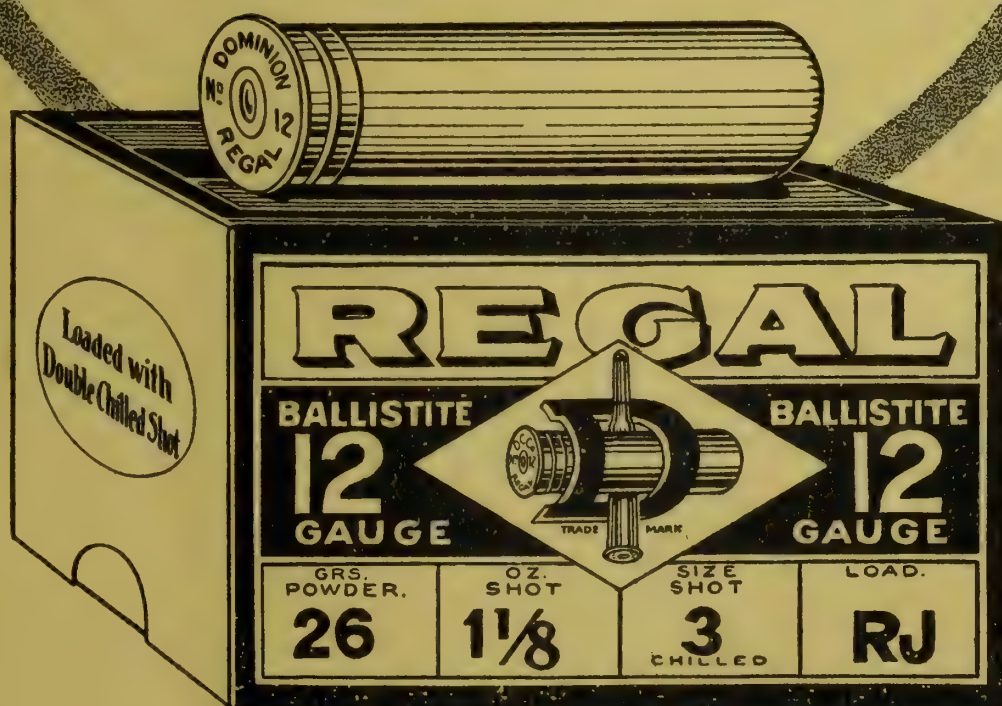
This is where the steel reinforced head in **Dominion Shot Shells** proves valuable in affording extra protection to a shot gun.

Regal and Sovereign

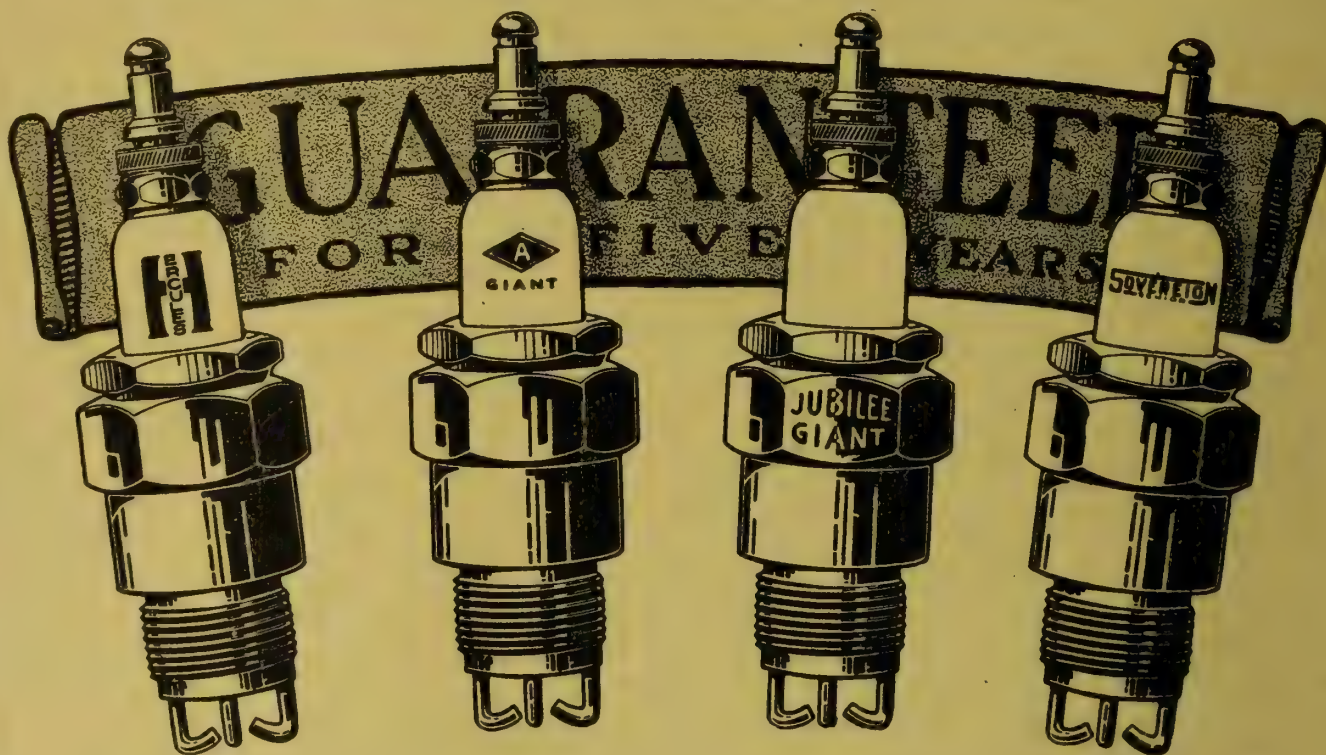
the less expensive types of Dominion shells have the steel reinforced head, as well as the Imperial and Canuck. They have the same primers, powders, wads, shot and crimp as the Imperial and Canuck and an advantage over shells of similar type, with the steel reinforced head and the knurl on the base.

For those of your customers who want the best in a lower-priced shell you cannot do better than to recommend Dominion, Regal or Sovereign.

Dominion Cartridge Company, Limited
120 St. James Street, Montreal



All Backed by the Same Guarantee!



Hercules Spark Plug

Miller-Morse
Hardware Co.
Distributors for
Western Canada,
Winnipeg, Man.

Diamond A Spark Plug

J. H. Ashdown,
Hardware Co.
Distributors
Winnipeg, Man.

Jubilee Spark Plug

Merrick - Anderson
Company
Distributors
Winnipeg, Man.

Sovereign Spark Plug

Wood-Vallance
Company
Distributors
Winnipeg, Man.

Product of the Finest Material and Workmanship obtainable, and Distributed by Leading Jobbers throughout the United States and Canada.

Dealers!

Our distributors are offering special inducements to dealers, and are in a position to assure full co-operation and price maintenance.

Jobbers!

We ourselves have a particularly attractive proposition to offer other Canadian jobbers.

ECLIPSE MANUFACTURING CO., INDIANAPOLIS, IND., U.S.A.



Get the Local Workmen

shop superintendents, shop foremen and employers coming to your store for files. Let them know that you carry the Famous Five Files:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

They know the Famous Five as well as, if not better than, you do. They know their quality. They know they are Nicholson-made. They know that no other files give them such satisfaction.

Consequently, there is no reason why, if you handle things right, and sell the Famous Five, you should not get all of the file business in your locality.

The demand is there. It only remains for you to supply it.

Write for our catalogue and terms; also for a copy of "File Philosophy." You will be interested in it.

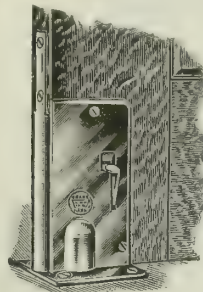


If interested, tear out this page and keep with letters to be answered.

TRADE CHICAGO MARK SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

What Are They Used For?

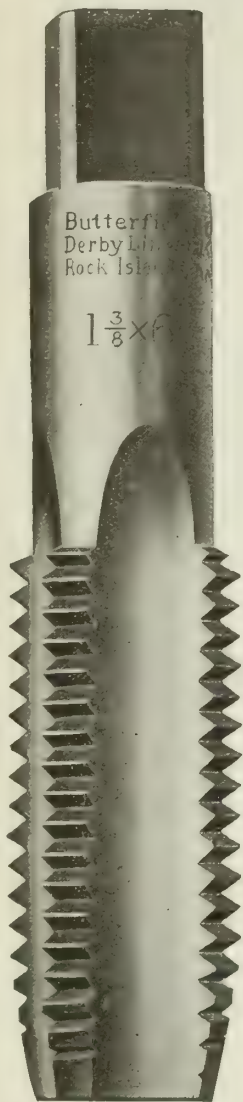
- To cut—Wherever metals have to be cut Hack Saws can be used to advantage.
- Munition manufacture has changed the status of the Hack Saw. It was given its chance when the more pretentious tools had failed. It stood the test. To-day the majority of Canada's shells are being cut from the solid bar by Hack Saws.
- But the Hack Saw is also the best cutting tool for Electricians, Plumbers, Machine Shops and all Factories where any metal cutting is required. And it's just here that the wide-awake Dealer can give real Service. There's one right type of Saw for every job. If you can supply it, you're helping to build a permanent business.
- By the way, there's no mystery in determining what that blade is. Our list shows it at a glance. If you haven't a copy, we'll be glad to supply your need.

Victor Blade—Canadian Made

VICTOR SAW WORKS, LIMITED

HAMILTON

ONTARIO



Tools that don't fall down

You take no chance of displeasing your trade when you sell

BUTTERFIELD
Taps,
Dies and Reamers

They are fast and clean-cutting tools that make easy work of tough jobs. Butterfield service is very durable—it is by far the cheapest in the end. It's good for your business.

Send in a trial order.

**BUTTERFIELD
& CO., Inc.**

ROCK ISLAND, QUE.

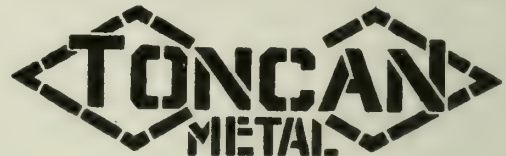


PURITY

TO be durable, sheet metal must, first, be pure. All impurities, including copper, must be reduced. Secondly, its structure must be uniform and dense. And slow, scientific processes must be employed.

Such Sheet Metal is—

Rust and Corrosion-Resisting



Toncan Metal is as near one hundred per cent. pure as it is possible to make commercial sheet metal from iron ore. It is homogeneous, or uniform in structure and very dense.

As a result there is no more durable or more economical sheet metal made from iron ore than Toncan Metal.

Roofing, Siding, Eaves Trough, Conductor Pipe, Ventilators, Skylights, Blower Systems, Window Frames, Culverts, etc., made from Toncan Metal last longer.

Get a copy of this book →

The Pedlar People,
Limited

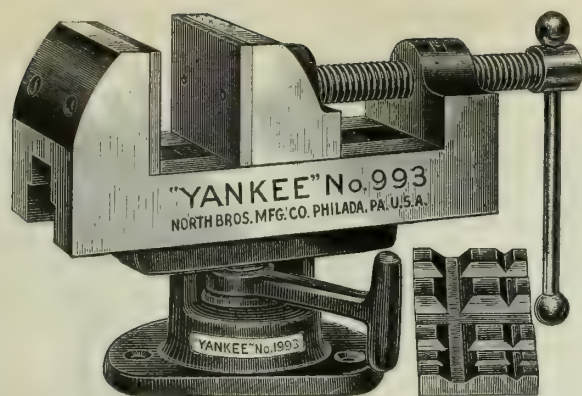
OSHAWA, ONT.

Canadian Distributors

**The Stark Rolling Mill
Company**
CANTON, OHIO
Sole Makers



If interested, tear out this page and keep with letters to be answered.



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

**A GREAT LITTLE VISE
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

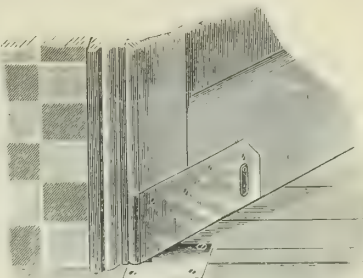
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
opening $3\frac{1}{8}$ ", Base $7\frac{1}{2}$ " long.

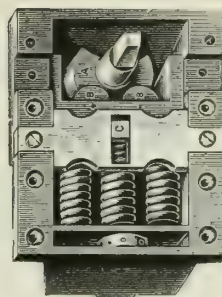
Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

*We make the
QUALITY
your trade
expects to get*



"Era" Shoe Door Spring

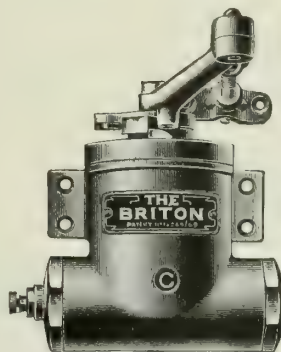


"Invincible"
Floor Spring

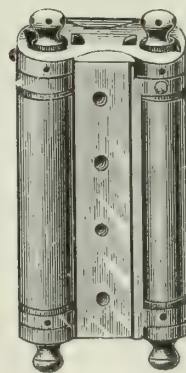
**Spring Hinges,
Floor Springs,
Door Checks and
Springs of all
kinds, Panic Bolts,
Fanlight Gearing,
Etc.**

Selling Newman's lines is an easy and very profitable proposition, and a safeguard to your interests.

Why not write for price lists and full particulars now?



The "BRITON" Door Check
and Spring

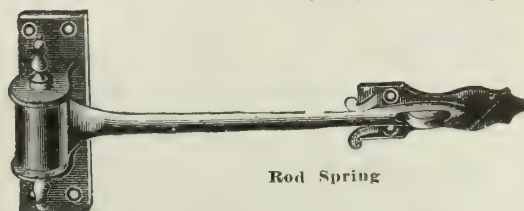


Regulating
Spring Hinge

Wm. Newman & Son
Limited
Birmingham, Eng.

Send enquiries to
Frederic Sara & Company
326 Ninth Avenue West
Calgary, Alta.

Our Canadian Representatives.



Rod Spring

If interested, tear out this page and keep with letters to be answered.



GARDEN TOOLS

Established
in 1803

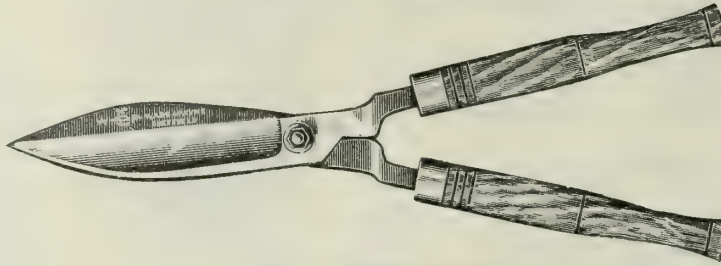
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5035—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



A Best Seller Everywhere

Here's a bit brace that has been a favorite tool among carpenters for many years because it's well built tool of finest material at a moderate price that gives thorough service on all ordinary work.

**MILLERS FALLS
BIT BRACE No. 732**

has ball-bearing head, free acting sweep handle with inserted steel rings. Dust protected ratchet parts. Forged steel jaws with milled notch grip that holds securely round shanks from $\frac{1}{8}$ to $\frac{1}{2}$ inches and all square shanks. Unbreakable jaw socket of bar steel. Chuck shell strengthened at the lip and shaped to fit the hand.

Send for pocket catalog which describes all our tools.

MILLERS FALLS CO.

"Toolmakers to the Master Mechanic"
Millers Falls, Mass.

N. Y. Office
28 Warren St.



If interested, tear out this page and keep with letters to be answered.

Johns-Manville

AUTOMOBILE ACCESSORIES



Quality in Brake Lining is a Matter of Experience and Materials

J-M Non-Burn Asbestos Brake Lining is the product of the oldest and largest manufacturer of asbestos materials in the world.

Certain advantages are naturally possessed by a company with such a position as this in the asbestos field.

One is the advantage of being able to secure the highest grade asbestos that is mined.

Another is the supremacy in asbestos fabrication methods that

has grown out of fifty years' experience.

Both combine to make J-M Non-Burn better brake lining not only in the greater surety for safety it offers the car owner, but in the service it renders on the brakes of his car.

There is real profit in selling brake lining of recognized quality. It makes repeat sales sure.

Write to-day for our proposition to the trade.

J-M NON-BURN BRAKE LINING



J-M AUTO CLOCKS
A good clock reasonably priced. Eight-day movement. Dust and moisture-proof case. Flush or dash mounting \$5.



J-M Windshield Attachment for Ford Cars

Makes the present Ford windshield Ventilating—Rain Vision—Clear View. Price complete \$3.



J-M (Mezger) SOOT-PROOF SPARK PLUG

Soot-proof, heat-proof, leak-proof. Fourteen years on the market and recognized everywhere as a reliable plug. All sizes, 75 cents. each.

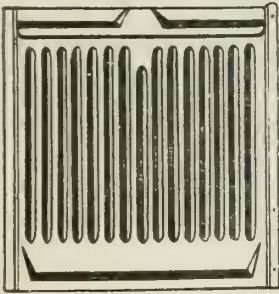
THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited

TORONTO
19 Front Street East

MONTREAL
450-452 St. James Street

WINNIPEG
92 Arthur Street

VANCOUVER
511 Winch Building



You'll Find Big Sales For These Shingles This Spring.

Farmers and home builders everywhere are through with the risk of unsafe roofing materials. Experience and the Pedlar Advertising have educated them to the necessity of adequate protection against weather, storm and decay. Even now the re-shingling of many barns and homes is commencing.

PEDLAR'S "GEORGE" and "OSHA" SHINGLES

will enable you to secure the most profitable building orders of the spring season. For builders of forethought know the advantage of a shingle that locks on all four sides—making it windproof, rainproof, lightning-proof and fireproof.

The "George" Shingle (size 24 in. x 24 in.) is the most desirable shingle on the market for barns and big buildings.

The "Oshawa" Shingle (size 16 in. x 20 in.) is equally desirable for residences and smaller buildings.

Write now for Dealer prices and information.

The Pedlar People, Limited

(Established 1861)

Executive Offices and Factories: OSHAWA, ONT.

Branches: Montreal, Ottawa, Toronto, London, Winnipeg

Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal —
hand-fitted valves —
air-tight — strong —
lasting.



The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA

Saves 90% of "Tire Troubles"

ADAMSON Vulcanizers

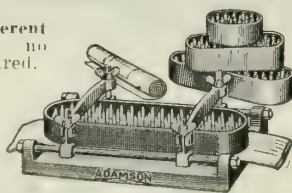
MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS.

The Adamson operates different from all other vulcanizers no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS.

With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

While this vulcanizer is just beginning to be pushed in Canada it is by no means new. There are over 500,000 in use several times more than all other makes combined.

YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.



ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure. No cement is necessary. "It makes repair work a pleasure."

SEND FOR FULL INFORMATION YOURS FOR THE ASKING.



Adamson Manufacturing Co.

67 Bay Street North

HAMILTON, ONT.



Made in Canada



National Planes

Have the quality that wins the admiration of every user.

Frames are extra heavy, japanned finish.

The Blade is made of a special, high-grade Sheffield steel, is finely tempered and accurately ground and honed.

Every Plane is thoroughly inspected before leaving the factory and carries with it the "National" Guarantee of Quality and Accuracy.

Our prices show a good margin of profit to the trade.

Write for catalog and discounts.

National Machinery & Supply Co.

Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

MANITOBA

A Manitoba dealer has just telegraphed for thirteen sets of Giant Rope Traces and therein lies our tale. Because it represents so well the general aspect of the situation in Manitoba as regards GRIFFITH'S HORSE SPECIALTIES, we must tell it.

This man's customers were asking about Giant Rope Traces. Some of them were even sending in the orders direct to us to be filled. We recognized the opportunity that he had and although we wrote him several times pointing it out, he replied that he was afraid they wouldn't sell to his trade. We were so sure that they would sell "To His Trade" that we sent him three sets on consignment to demonstrate that they would sell if given a chance.

There are dozens of other towns in Manitoba where equally good results could be obtained. Although we are already well represented, there are still lots of opportunities for Dealers, and if you write at once we shall gladly explain our proposition fully. We have an interesting proposition to make to a real, live dealer in each of the following towns. If your town isn't in this list, write us anyway:

ALEXANDER	GLADSTONE	PORTAGE LA PRAIRIE
ALTONA	GRETNA	PLUM COULEE
ARDEN	GLENBORO	RAPID CITY
AUSTIN	GLENELLA	RESTON
BEAUSEJOUR	GOODLANDS	ROLAND
BELMONT	HAMIOTA	RIVERS
BINSCARTH	HOLLAND	ROBLIN
BALDUR	HOLMFIELD	ST. BONIFACE
BIRTLE	KILLARNEY	SOURIS
CARMAN	MORRIS	SELKIRK WEST
CYPRUS RIVER	MINNEDOSA	STONEWALL
CARBERRY	MCGREGOR	SWAN LAKE
DAUPHIN	MINTO	SWAN RIVER
ELGIN	MANITOU	TREHERNE
EMERSON	NINGA	TRANSCONA
ELKHORN	OAK LAKE	VIRDEN
GILBERT PLAINS	OAK RIVER	WINKLER
GRANDVIEW	PILOT MOUND	

G. L. Griffith & Son
STRATFORD, ONTARIO

The Result—Repeat Orders

TELEGRAM

Mar. 29th, 1916.

Rush express five sets Giant Traces, writing.

Signed (Name on Request)

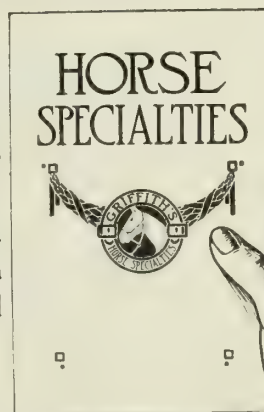
TELEGRAM

April 8th, 1916.

Rush express three sets, by freight ten sets Giant Traces.

Signed (The Same Man)

Send Booklet
showing Horse
Specialties and
Proposition
mentioned in
Hardware and
Metal.



Name.....

Address.....

If interested, tear out this page and keep with letters to be answered.



HARDWARE SUPPLIES

IN buying Rubber Hardware Supplies manufactured by the Canadian Consolidated Rubber Co., Limited, you are not only getting a "Made-in-Canada" product, but you are assured every advantage in price and quality that our exceptional manufacturing facilities can give you.

The Canadian Consolidated Rubber Co., Limited, is the oldest and largest rubber manufacturing concern in Canada, and for sixty years has paid particular attention to making those specialties used by the Hardware Trade.

**WRITE OUR NEAREST BRANCH FOR
CATALOGUE AND PRICE LIST.**

Canadian Consolidated Rubber Co., Limited
Montreal, P.Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, APRIL 15, 1916

No. 16

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*H. T. HUNTER, *Vice-President*H. V. TYRRELL, *General Manager*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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J. C. EDWARDS, Ontario Representative.
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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; other countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.

CO-OPERATE WITH US AND DOUBLE YOUR SALES OF

O-Cedar Polish

(MADE IN CANADA)

We are spending thousands of dollars telling your customers of the wonderful qualities of O-Cedar. They know it and want it. It has become a necessity in every home.

Co-operate with us by displaying the Polish and the Mops prominently in your store and windows, and your sales will double. Show the women of your district that you sell O-Cedar and you will get their orders.

We will be glad to supply you with all manner of advertising matter for displays, and also for your local paper. Write us about it.

ORDER FROM YOUR JOBBER

Channell Chemical Company, Limited

369 Sorauren Avenue, Toronto

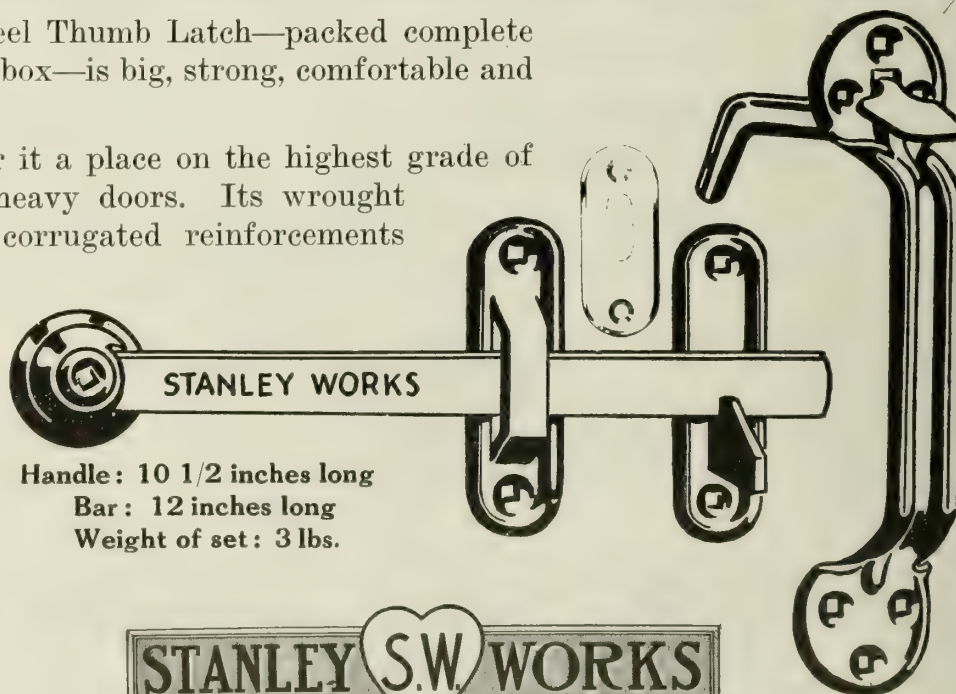
Can You Picture a Better Thumb Latch Than This?

This Extra Heavy Steel Thumb Latch—packed complete with screws, a set in a box—is big, strong, comfortable and profitable.

Its good looks win for it a place on the highest grade of work on garages or heavy doors. Its wrought steel durability and corrugated reinforcements make it extremely serviceable and lasting.

No. 1252 is made with combination holes; square for bolts and nuts, round for wood screws with which it is packed. The escutcheon plate fits over the Thumb Latch on the outside of the door, giving it a finished appearance.

Write A. MacFarlane & Co., Coristine Bldg., Montreal, if your jobber cannot supply you.



Handle: 10 1/2 inches long
Bar: 12 inches long
Weight of set: 3 lbs.

STANLEY S.W. WORKS
NEW BRITAIN NEW YORK CONNECTICUT CHICAGO

Canadian Representative:
A. MacFarlane & Co., Coristine Building, MONTREAL


If interested, tear out this page and keep with letters to be answered.

More Light on Thirty-Three Cent Paint

That the hardware and paint trade was deeply interested in the analysis of the thirty-three cent paint as published in last week's issue of Hardware and Metal has been clearly shown by events of the past few days. It has been one of the chief topics of discussion among those directly connected with all branches of trade handling paint. Inquiries have been made by retailers asking if they could have the article reprinted in their local papers. Others have expressed their intention of using the information, when customers refer to the low price of paint as quoted by department stores. Further details regarding the interest the trade has taken in the articles will appear in future issues.

FURTHER information with respect to the contents of the paint advertised by the T. Eaton Company on February 4, 1916, in the Toronto Daily Star, at thirty-three cents a quart, has been received from the Department of Inland Revenue at Ottawa. According to the analysis of the vehicle by the Inland Revenue Department, which has been submitted to W. H. Hodges, barrister, of Toronto, representing Morris Phillips, a hardware merchant of Bloor street, it is stated that the vehicle is not linseed oil. In the analysis sent by the Department of Inland Revenue to Mr. Hodges under date of March 29, 1916, the paint was shown to contain 57.44 per cent. pigment and 42.56 per cent. vehicle. As this analysis made no mention of the contents of the vehicle, or in other words, the liquid portion of the paint, Mr. Phillips requested his solicitor to write the department at Ottawa asking that an analysis of the vehicle be forwarded. The letter requesting this analysis was written on March 31. At the time of the publication of the analysis of the pigment portion of the paint the analysis of

DEPARTMENT OF INLAND REVENUE
CANADA



110256

Ottawa, 11th April, 1916

W. H. Hodges Esq.,
Barrister &c.,
2 Toronto Street,
Toronto, Ont.

Sir:-

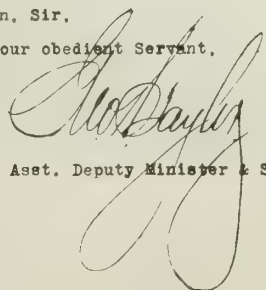
I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of Mixed Paint recently analyzed, and alleged to have been purchased from The T. Eaton Company Limited.

In reply, I beg to advise that the vehicle shows the following :-

Specific Gravity at 15.5°C	0.906
Refractive Index at 25°C	1.4700
Saponification Number	166.4
Unsaponifiable Residue	0.90%
Evaporation Test Loss at 150°C	17.36%

These results prove that the article in question is not Linseed Oil.

I remain, Sir,
Your obedient Servant,



Asst. Deputy Minister & Secretary

the vehicle had not been received by Mr. Hodges. The letter written by Mr. Hodges on behalf of Mr. Phillips requesting an analysis of the vehicle is as follows: Toronto, March 31, 1916. George W. Taylor, Esq., Assistant Deputy Minister and Secretary Inland Revenue Dept., Ottawa.

Dear Sir,—I duly received your favor of the 29th inst., containing an analysis of the paint that was submitted some weeks ago for that purpose.

The parties to whom I submitted it say that the analysis did not cover the vehicle which you will understand to be the liquid portion of the composition. The Eaton advertisement stated that the paint contained pure linseed oil. The analysis does not disclose whether it does or does not. Could you not supplement this analysis by saying what the contents of the the vehicle are, and oblige.

Yours truly,
W. H. HODGES.

Under date of April 11, the assistant deputy minister and secretary of the Department of Inland Revenue wrote to Mr. Hodges with respect to the vehicle. His closing paragraph states that the analysis proves that the vehicle is not linseed oil. In

Reproduction of letter containing copy of analysis of vehicle or liquid portion of paint sold at 33c a quart.

the advertisement of the T. Eaton Company, which appeared in the Toronto Daily Star on February 4, it was stated:

"This paint was sold at this figure last year, and it was certainly a great bargain, but it is doubly so this year, because the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

In the issue of Hardware and Metal of April 8, 1916, reproductions of the advertisements of the T. Eaton Company with respect to the paint together with the analysis of the pigment portion of the paint and the correspondence between Mr. Hodges, representing Mr. Phillips, and the Department of Inland Revenue, were given in full. The reproduction of the letter from the Inland Revenue Department (the original appeared in last week's issue), containing the analysis of the pigment portion of the paint, is here repeated for the purpose of giving the complete analysis of

both the pigment and the vehicle:

March 29, 1916.

W. H. Hodges, Esq.,

Barrister, etc.,

2 Toronto street, Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 27th instant, with enclosed money order for \$5.00 covering payment of the fee for analysis of a sample of "Mixed Paint" alleged to have been purchased from the T. Eaton Company, Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that, according to the report of the chief analyst, the sample submitted is found to contain:—

Pigment, 57.44%; vehicle, 42.56%.

The pigment above referred to has the following composition:—

Basic carbonate of lead	0.80%
Zinc oxide	8.21
Zinc sulphide	11.71%
Lead sulphate	0.74%
Barium sulphate	17.17
Silica and silicates (by difference)	18.81%

The article is of exceedingly low value as a paint. The pigment essentially consists of barium sulphate and silicate, which have very little covering power. The amount of lead contained in it is very small indeed.

The statement in the advertisement that "it contains all that a first-class

paint should contain" is certainly incorrect and misleading.

I remain, sir,
Your obedient servant,
GEO. W. TAYLOR,

Asst. Deputy Minister and Secretary.
The letter with respect to the analysis of the vehicle is as follows:

Ottawa, 11th April, 1916.

W. H. Hodges, Esq.,

Barrister, etc.,

2 Toronto street,
Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of mixed paint recently analyzed, and alleged to have been purchased from the T. Eaton Company, Limited.

In reply, I beg to advise that the vehicle shows the following.

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Saponification number	166.4
Unsaponifiable residue	0.90%
Evaporation test loss at 150 deg. C.	17.36%

These results prove that the article in question is not linseed oil.

I remain, sir,
Your obedient servant
G. W. TAYLOR.

Asst. Deputy Minister and Secretary.

Demonstrations Get Trade

Brantford Hardware Merchant Makes an Effective Appeal to Farming Community Through Practical Demonstrations of Paint and Stoves—Serves Biscuits and Coffee to Customers Made on Range—Special Invitation to Farmers of District.

"TODAY every farmer within a radius of fifteen miles from Brantford has had a personal invitation to attend our demonstrations," stated G. A. Elliott, of Elliott's Hardware, Brantford, Ont., to a representative of Hardware and Metal, who called while the demonstrations were in progress.

On Saturday last, April 8, this firm made an effective appeal to the farm trade of the Brantford district through their demonstrations of stoves and paints. Careful preparation was made for the event and the proprietors were greatly pleased with the result of the methods which they used. Special invitations were sent out to over twenty-two hundred farmers on the rural routes in the Brantford district and the results were shown by a steady stream of people into the store throughout the day. An expert was on hand to give a demonstration of the best methods to stir and apply and to answer other questions

with respect to the proper application of paints. Considerable paint was sold during the day, but the firm asserts they believe their biggest returns will come through prospects which were there developed as a result of the demonstrations.



Reproduction of invitation sent out by Elliott's Hardware in Brantford to the farmers' wives in that district to attend the special demonstration of ranges.

In the demonstration of stoves, a factor that stood out prominently was the invitation to prospective customers to partake of hot biscuits and coffee which were prepared on the range. A young lady in neat appearing white costume trimmed with red had charge of the baking of the biscuits. These were mixed on a bakeboard in the rear of the demonstrating room and placed in the oven of the range, while the interested farmers' wives were receiving the explanation of the advantages of the range from Mr. Elliott. When the essential features of the range were explained those watching the demonstration were invited to take a seat at one of the tea tables, which were set in the room in full view of the range. Biscuits, together with nice butter, and a well brewed cup of coffee, also made on the stove in full view of the spectators, were then served. The coffee and the hot biscuits with the best of butter made a very appetizing little luncheon.

While the ladies were engaged at the tea tables the merchant secured their names and found out if they were thinking of purchasing a new range. If they were in such a turn of mind he took full particulars, their names, addresses and other details. These cards were kept and filed for future reference.

Over the Coffee Cups

A spirit of intimacy and good fellowship was thus engendered between prospective customers and the merchant through the serving of this little luncheon. It partook of the same nature as a personal invitation to dine with one at their own home. It is under such conditions that friends really come near to each other if they ever do. This little touch was infused into the methods of salesmanship. This is not a new idea, for it is a principle which the astute French salespeople have long recognized in their dealings with customers. In that country many of the stores make it a point to serve coffee and cake or sandwiches before the subject of goods or sales is ever mentioned. The French recognize the value of bringing their prospective customers into a spirit of good feeling toward them. This valuable little touch was given in the methods adopted by this firm at this particular demonstration.

In a Secluded Quarter

Another feature in connection with the demonstration was the fact that it was made in a separate and distinct room of the building—the room where the stove display is kept permanently. Being at the rear of the premises and upstairs it was out of the path of customers who came into the store for other articles. Mr. Elliott was particular about this point. He recognized the value of having a secluded place where the demonstration and talk would not be interrupted by the merely curious. In this way there was no waste talking to people who were not in the least interested in the subject of ranges.

This little luncheon was served entirely free of charge to those who received the invitation and who brought their card along with them. The invitations were sent out through the stove manufacturer from a list of carefully selected names supplied by Mr. Elliott. The same was done in the case of the paint manufacturers. These demonstrations were in each instance put on by the manufacturers at the request of Mr. Elliott.

Accompanying the invitation to attend the range demonstration was a typewritten letter from the stove manufacturers stating that their expert would be present to give a demonstration at the store of Mr. Elliott on the date

named. Some of the desirable features about the range were mentioned in this letter, together with the fact that it was an entirely new product which had only been before the public for a year. The invitation was given to all, whether or not they were in the market for a range. It was also stated that a warm air furnace would be on display, and that they would be prepared to discuss heating problems and give information with respect to up-to-date heating systems. This letter was particularly addressed to the farmer while the invitation card was addressed to the farmer's wife. In this way both the farmer and his wife were given an excuse to visit the demonstration.

"Even if we do not get these farmers and their wives as customers to-day, we are pretty sure to land many of them some time in the future," declared Mr. Elliott in discussing the project with the Hardware and Metal representative. "Through this personal invitation and the kindly spirit which we hope to engender they will know our store. We are greatly pleased with the evidence of interest that has been shown in this demonstration. We are satisfied that it will more than repay us.

"The preparation of these mailing lists and the mapping out of the program consumed considerable time and effort. It was first necessary to secure



View showing the demonstration of ranges in the stove department of Elliott's Hardware, Brantford, on Saturday, April 8. An expert was present from the factory to answer questions and assist Mr. Elliott with the demonstration. Hot biscuits baked on the range, together with coffee, were served to those who attended the demonstration.



View showing special paint demonstration held by Elliott's Hardware at Brantford on Saturday, April 8. An expert was present to demonstrate the merits of the paints and offer advice relative to its use.

an accurate list of names and addresses. This takes time and effort. We had planned at first to request the paint manufacturers to send out their color cards and other advertising material according to the list which we would supply them. But we later conceived the idea of having a demonstration of the paint and we made the request to the manufacturers with the result that they decided to put it on. The names on all the rural routes running out of Brantford and the nearby small towns were secured, in all about 2,200 names. These were forwarded to the head office of the manufacturers and they in turn mailed the invitation cards.

Effective In Other Lines

"In our opinion these demonstrations can be worked effectively in many lines of hardware and it is our purpose to continue them for other articles as well. In the hardware business we have found that the question of price does not enter into the consideration so much as value. If the purchaser feels that he is getting good value for the money he pays out he very seldom stops to consider the price. These demonstrations help them to see and know for themselves what the articles are.

"In the demonstration of the range we had present one of the representatives from the factory, together with a young lady to superintend the cooking and serving of the biscuits. This latter feature is of course an important point

in demonstrating the cooking qualities of the range. If the biscuits are poorly mixed they may not taste good no matter how well the range may do its work. This detail is an important feature in connection with a demonstration of ranges which are making an appeal because of their cooking qualities. In our opinion this method is a most effective one to get to the people with a personal appeal for a particular article."

MADE IN CANADA  SOLD ON MERIT

YOU ARE CORDIALLY INVITED TO VISIT ELLIOTT'S HARDWARE, BRANTFORD, ON OUR SPECIAL "PAINT DEMONSTRATION DAY" SATURDAY APRIL THE EIGHTH NINETEEN HUNDRED AND SIXTEEN. **Q** OUR STOCK OF PAINTS AND HOUSEHOLD FINISHES IS MOST COMPLETE AND IS COMPOSED OF THE HIGHEST QUALITY PRODUCTS WE CAN PROCURE, EACH GUARANTEED TO BEST SERVE THE PURPOSE FOR WHICH IT IS MADE. **Q** WE WILL HAVE EXPERTS IN ATTENDANCE WHO WILL BE PLEASED TO DEMONSTRATE THE MERITS AND OFFER ADVICE RELATIVE TO THE USE OF THE PRODUCTS WHICH WE HAVE PROVIDED FOR MAKING HOMES "SPIC AND SPAN."

ELLIOTT'S HARDWARE

Reproduction of invitation sent out by Elliott's Hardware to attend the special Paint Demonstration Day.

Secured Names of Prospects

During the short time the demonstration had been in progress when our representative called, Mr. Elliott stated that he had secured no less than eight prospective buyers for furnaces alone. The prospective buyers of ranges were numbered by the dozen. A record of all these prospects was kept, together with their names and addresses. This appeal will be followed up later by other advertising material if the prospects do not develop into buyers within a reasonable time.

Advertising Specials

For other articles of a staple nature, Mr. Elliott uses the columns of the daily press to reach the public. He gets results from these advertisements. Specials are advertised every Friday for the Saturday trade. Prices are not cut in the least. Mr. Elliott believes that it is not necessary to cut prices in order to get the trade. Good publicity—good salesmanship in other words—allows the prospective customers to see the merits of his goods and this he finds is quite sufficient to draw the trade.



SHELL-MAKING IN CANADA OF PRE-WAR ORIGIN

It may not be generally known that shell-making in Canada did not have its inception as a result of the outbreak of the present war. The latter, however, established it as a real industry, aside from its possible permanence as such. The fact that we have a Dominion Arsenal may likewise be news to many of our readers.

Some six years ago or thereabouts a shell-making department was organized at said Arsenal, and three years afterwards, according to the findings of Col. Sir. H. W. W. Barlow, following an investigation into the affairs of the institution as a whole, it was found that not a single shell had been produced which conformed to dimension requirements. The machinery for turning out shells was found to be in such poor condition that a considerable time would elapse before it could be put in shape again. Further, of the 8,000 shells in stock, the Barlow Commission recommended that such as were nearly correct to dimensions should be tested and salvaged if possible. On putting the recommendation into effect, not a single shell could be found that was properly shaped. The monetary loss as a result was estimated to amount to over \$100,000. Evidently the Dominion Arsenal got off to a bad start and was dogged by the influences responsible for same right up to the time of its reorganization under the superintendence of Col. Fafferty.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, APRIL 15, 1916

No. 16

BINDER TWINE HIGHER

THE 1916 initial prices for binder twine have been announced this week and are shown in a panel elsewhere in this issue. While the prices are higher than the initial prices last year, there are some members of the trade who regard the prices as being low, when present costs of raw materials, freights, etc., are taken into consideration. The price of 650 ft. twine is $\frac{1}{4}$ cent per pound higher than last year's price. Advances on other grades over last year's prices are as follows: 600 ft. twine, $1\frac{3}{4}$ c per lb.; 550 ft. twine, 2c per pound; 500 ft. twine, $1\frac{7}{8}$ c per pound. The usual quantity and freight allowances are allowed. It will be seen that the advances, with the exception of the 650 ft. grade, which is $\frac{1}{4}$ c per pound, range from $1\frac{1}{4}$ to 2c per pound. In recent issues, *HARDWARE AND METAL*, in stating that 1916 prices would be higher than last year's prices, predicted that the advances would probably range from $1\frac{1}{4}$ c to 2c per pound.

NEW COMPENSATION RATE

THE new rates struck by the Workmen's Compensation Board of Ontario have been assessed against the various trades and industries. Hardwaremen who have tinsmiths employed on outside work will come under the operation of the act this year. The rate which has been assessed is $11\frac{1}{2}$ per cent. of the amount of wages paid to employees engaged in that occupation. In other words, for every \$100 of wages paid to an employee, \$11.50 must be paid to the Board by the employer.

This is a substantial reduction from that charged under last year's assessment. The rate last year was \$2.50 for each \$100 in wages. There was a difference, however, in that tinshops employing less than four men were excluded altogether. Under the new rate of assessment and new regulation applying thereto, the tinshop is assessed if there is only one employee engaged. The distinction is made between an employee who goes off the premises to do tinsmithing or who is engaged in setting up furnaces, and one who remains on the premises of the merchant to do his

work. When the tinsmithing is in the nature of odd repair jobs done on the premises by a clerk, perhaps, this assessment does not apply.

In the classes which apply to plumbing, gas and steam fitting, sanitary heating and engineering, the rate is \$1 for each \$100 of wages. This is a reduction of \$1. This rate is made retroactive from January 1, 1915. The old rate of \$2 for each \$100 of wages has been considered unduly heavy and accordingly a very substantial reduction has been made. Where the assessment has been paid for last year the new rate will mean that the employer will not be called upon to make payment this year. The retroactive feature will be applied in the nature of a refund by a reduction of the assessment for the present year. In cases where the firm has gone out of business and has paid the assessment, the money will be refunded.

For sheet metal work and roofing there has also been a substantial reduction, the new rate being \$1.50 as compared with \$2.50 for the old rate. Painting, decorating or renovating have been reduced from \$2 to \$1 on each \$100 of wages.

SHORTAGE OF PAPER BAGS

FOR several weeks past *HARDWARE AND METAL* has, through its weekly market reports, directed attention to the serious shortage of waste paper and rags and the effect of the shortage on the production of building papers and roofing, etc. The matter has now been taken up by the Department of Trade and Commerce and this week a poster, signed by George E. Foster, Minister of Trade and Commerce, has been sent out, advising the public of the serious shortage of raw materials, including rags and old papers. The Department points out the necessity of stopping the waste, and requests the public to save all waste paper and rags and dispose of them through the usual channel of collectors and dealers.

The hardware trade, probably more than any other, can assist in this campaign. A similar campaign was inaugurated in the United States some time ago.

EVENTS IN THE TRADE

Business Changes

Fleming, Sask.—Dynes & Travis have dissolved partnership, T. B. Dynes continuing.

Galt, Ont.—R. F. Witherspoon has disposed of his hardware business to F. Simpson and J. Martin, Hamilton.

Fire Losses

Three Rives, Que.—Fire destroyed the hardware store of P. A. Gouin.

Cutlery Company Incorporated

The Dominion Cutlery Co., Ltd., capitalized at \$100,000, head office Montreal, has been incorporated at Ottawa, for the purpose of manufacturing and dealing in cutlery.

Obituary

St. Catharines, Ont.—The death occurred here after a brief illness from pneumonia of Wm. J. Chaplin, aged 52 years, vice-president Welland Vale Mfg. Co., St. Catharines.

For a number of years he resided in Montreal, having charge of a branch of the business at Cote St. Paul, but upon the death of his father in 1908, he returned to this city.

Mr. Chaplin was born in Toronto, coming to St. Catharines with his parents when a boy. He is survived by three brothers and four sisters.

Twenty Employees Join Colors

Sherbrooke, Que.—Twenty employees of J. S. Mitchell & Co., hardware, have enlisted with the Canadian forces. The names are as follows:—Sapper J. E. Ward, Sergt.-Major A. Davidson, Sergt. T. C. Wilson, Corporal T. G. Pratt, Ptes. C. Blackburn, F. Madden, J. Cannon, D. Breault, L. E. Bentley, S. W. Clements, C. E. Bassett, G. Goodhue, W. Wallace, P. W. Fennemore, Geo. Staples, E. Millington, Lieut. H. B. Edney, Sergt. G. R. Moe, Pte. Jas. Atterbury, Sergt. S. Frowley.

Flint Varnish and Color Works Incorporated

The Flint Varnish & Color Works of Canada, Ltd., has been incorporated at Ottawa. The company is capitalized at \$250,000, with head office at Toronto. The company has been incorporated for the purpose of manufacturing, purchasing, selling and dealing in oils, paints, varnishes, enamels, dyes, colors, etc. An announcement regarding the company.

with details regarding site selected for factory, etc., appeared in last week's issue of Hardware and Metal.

New Manager Ontario Division Brandram-Henderson

S. W. Smith has been appointed manager of the Ontario division of Brandram-Henderson, Ltd., with headquarters at Toronto, Ont., succeeding E. F. Lowe, who has moved to Detroit, Mich., to engage in the motor supply business. Mr. Smith is a native of New Brunswick, and was for a period of eight or



S. W. SMITH

Recently appointed manager Ontario Division of Brandram-Henderson, Ltd., with headquarters at Toronto.

ten years engaged in the hardware business in Chatham and Fredericton, N.B. About six years ago he joined the traveling staff of Brandram-Henderson, Ltd., in the Maritime Provinces. He at first covered New Brunswick and Eastern Quebec, but this territory was later extended to include Newfoundland, the British West Indies, Dutch Guiana and Cuba. Mr. Smith recently returned from a trip to the Canadian West in the interests of the firm. Brandram-Henderson, Ltd., recently moved their office and warehouse from Colborne street, to the Pinchin-Johnson Co.'s factory on Carlaw avenue, which was taken over about twelve months ago.

Appointed Montreal Agent

The Interstate Electric Novelty Co. of Canada, Ltd., Toronto, announce that

they have concluded arrangements with the Harland Engineering Co., 102 St. Antoine street, Montreal, to handle their line of flashlights, radio batteries, radio lamps and miscellaneous material on a distribution basis, and that the above firm will carry a complete stock.

Ontario Incorporations

Universal Oil Co., Ltd., capitalized at \$40,000, head office Toronto, to carry on business as refiners, blenders, etc., of petroleum and kindred products.

Meece Specialties Co., Ltd., capitalized at \$40,000, head office Toronto, to manufacture and deal in novelties, kitchen supplies, household wares, plated wares, etc.

Cinnamon-Allin Co., capitalized at \$40,000, to take over as a going concern the business of hardware merchant and tinsmith, now carried on by D. Cinnamon. Incorporators: Daniel Cinnamon, Arthur Wesley Allin, E. J. Cinnamon, C. B. Cinnamon, A. M. Cinnamon.

Dominion Incorporations

Peerless Weaving & Belting Co., Ltd., capitalized at \$150,000, to manufacture and deal in cotton cloth and cotton, leather and reinforced belting.

Western Notes

James Elston of Austin, Man., paid a visit to Winnipeg last week.

Earl Fawcett, of Fawcett & Bowes, Stoughton, Sask., who has recently added an undertaking business, has been in Winnipeg in this connection.

W. H. Parker, traveler for Merrick Anderson Co., in Central Saskatchewan, was recently married in Regina to Miss Margaret Wood. Mr. and Mrs. Parker will reside in Regina.

Personal

A. J. Hare, who has had five years' experience in the paint business has joined the traveling staff of A. Ramsay & Son Co.'s Toronto branch, representing them in the Toronto district.

Sergt. Robert Horne, of the 76th Battalion, and son of Robert Horne, hardware merchant of Sudbury, Ont., is at present in Toronto taking the officers' training course.

Elton Emmett and J. O. Doran of McClary's, Ltd., Toronto branch, have joined the colors. Mr. Emmett has joined the 204th Battalion, and Mr. Doran the 170th Battalion. Both have been with the company a number of years on the office staff.

NEW BRUNSWICK NEWS

Inquiries made by the St. John Board of Trade show that trade in conditions throughout New Brunswick are good in some cases and in some lines exceptionally good. Moncton, Sackville, Chatham, Newcastle, Campbellton, Fredericton, Woodstock and St. Stephen all replied to the queries, and in none of the replies was there anything of a pessimistic nature. Industrial plants are, in most cases, working at the capacity limit, with the resulting good effect on general conditions.

Fire Loss

Fire destroyed the moulding shop of McLean, Holt & Company, stove makers and hardware dealers, St. John, N.B., on the night of April 5. The storage warehouse containing 800 completed stoves had a narrow escape. The loss is estimated at \$4,000 with \$2,000 insurance carried.

Daylight Saving

The daylight saving plan has received the unanimous endorsement of the Board of Trade and of several other organizations in St. John, and the prospects for its adoption are brighter than ever before.

Now Convalescent

Major Charles J. Dunfield, formerly of the staff of T. McAvity & Sons, Ltd., wholesale hardware department, who was wounded in action with the 26th battalion, is now convalescent. He has been discharged from the hospital in England, and attached to the 12th reserve battalion until he completely recovers. He hopes to be at the front again soon.

Substitute for Gasoline

The high and steadily increasing cost of gasoline has presented a serious problem to the owners of motor-driven craft, and it has become so serious that some remedy has become an absolute necessity. The problem, it is claimed, was solved by the pilot boat Howard D. Troop, of St. John, by the installation of an adapter which enables the motor to be started with gasoline and then operated with kerosene, the saving being represented in the difference between 46 and 23 cents per gallon of fuel, the local retail prices. Since then many of the fishermen have adopted the same expedient.

Scarcity of Stock

The transportation problems which face the trade these days is making business in some lines as difficult for the hardware men as for others. Despite the fact that the port of St. John has had a record season in the number of steamers arriving it has been difficult to get space for imports for commercial purposes. To this trouble is added the congestion on the railways which have made embargoes

of various kinds necessary. Even with a brisk demand for goods it is difficult for the merchants to be absolutely satisfied when they cannot get the stock to meet the requirements of the trade.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

292. **Dummy rifles** of hardwood, from 3-inch to 3¼-inch, turned 2 feet down from handle, remainder rough turned; 35,000 required. (For drawing refer to File A-1665.)

293. **Agricultural Machinery.**—A Cape Town firm is prepared to take up agency for Namaqualand in agricultural machinery generally, but in a special way on machinery suitable for wheat farming.

302. **Wood coat hangers.**—A Glasgow firm wishes to obtain quotations for wood coat hangers to substitute for continental supplies. Must be good quality and finish.

303. **Liquid resin, formaldehyde and caustic potash.**—A Glasgow firm desires to know if Canadian firms can supply the above.

304. **Strawboards, plain white and ochre lined.**—A Glasgow firm asks for quotations.

305. **White and colored box enamels.**—A Glasgow house would be glad to hear of Canadian sources of supply.

306. **Leatherboards, imitation leather boards.**—A Glasgow firm desires to be put in touch with Canadian exporters.

308. **Round tin stitching wire.**—A Scotch house asks for quotations.

309. **Woodworking machinery and tools.**—A Glasgow firm desires catalogues and prices, especially for bits and augurs of all kinds—dovetail bits, three-wing bits and straight fluted centre bits.

314. **Window glass, etc.**—A Glasgow firm engaged in South American trade would like to be put into communication with Canadian firms who can arrange to ship from Canada the following articles: window glass, brushes, stoves, wall-papers, paint and varnishes, tubes, etc.

BEWARE OF BAD CHEQUES

Banks will not cash a cheque for any person whom they do not know, or who is not identified by someone known to the bank. This undoubtedly saves them a great deal of worry as well as a great deal of loss during a year.

On the other hand there are merchants almost everywhere who will cash a cheque for anybody. They do not take into consideration whether the presenter of the cheque is an honest citizen or a swindler. We read in the press almost every day of cases where merchants have been "taken in" by forgers who contrive in some way or other to get the retailer to cash cheques for them. This is responsible for a great deal of loss and as it is a leak that can be eliminated, it is an unnecessary loss.

Every merchant should make it a fixed rule never to cash a cheque for anyone whom he does not know or who is not identified. While the precautions sometimes may not be warranted, yet a little extra care removes all doubt and is a safety check worth its weight in gold.

CATALOGUES AND BOOKLETS

New Evinrude Announcement

The Evinrude Motor Company of Milwaukee, Wis., has just issued an announcement to dealers embodying improvements in their motors for the present year. Many valuable suggestions and points are treated in the announcement, which is printed on highly calendered paper in red and black colors. One of the features described is the new four-cycle twin motor. Subjects touching on the advertising of the article are also dealt with. Copies will be supplied to the trade on request.

Howland's Want Book

H. S. Howland Sons & Co., Ltd., Toronto, have just issued an exceptionally attractive and practical want book for retail hardware merchants. The book consists of 223 pages and is well bound. The pages have been arranged with a view to convenience for the merchant.

Several pages towards the back of the book contain many valuable data for the hardwareman, including standard tests of bolts, screws, nails, poultry netting, cut nails, etc., tables of weights and measures, parcel post rates, measures of volume, surface, length, weight, etc., An unusual feature of the book is a section which gives information regarding dimensions of a football field, baseball diamond, hockey rink, tennis court, bowling green, size of quilting beds, etc.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DOMINION LAWN TRIMMER

The Taylor-Forbes Co., Guelph, Ont., announce that they are now making the Dominion Lawn Trimmer, here illustrated. This combined edger and trimmer is constructed, the makers state, to take the place of grass shears, and other devices for cutting the grass, left at the edge of the lawn after mowing.

The makers state that the edger will cut within $\frac{3}{8}$ inches of the wall or tree trunk, and will mow any border wide enough for the wheel to run on. By reversing the machine, the knife edge



Dominion Lawn Trimmer

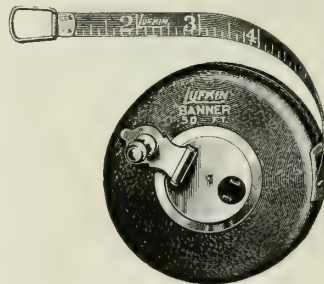
wheel can be used for cutting the sod around the edge of flower beds. The cylinder is a specially tempered steel knife, with malleable iron centres or wings.

NEW STEEL TAPE

In an effort to put steel tapes into more common or general use by bringing the price within reach of those people who have felt that in their work a woven tape only could be afforded, the Luffin Rule Co., of Canada, Ltd.,

Windsor, Ont., announce the "Banner," a steel tape which the makers state can be sold at a popular price.

The tapes are made in 25 ft., 50 ft.,



Banner Steel Tape

75 ft. and 100 ft. lengths. The line is of regular first quality steel $\frac{3}{8}$ in. in width, guaranteed accurate, and with their regular system of numbering graduations known as "Instantaneous Readings." The tape has a serviceable steel-lined case with flush folding winding handle opened by push button on opposite side. Trimmings are all nickel-plated and the tape presents a neat appearance.

NEW PERFECTION STOVES

The Perfection Stove Company, Ltd., Sarnia, has recently placed a number of new products on the market, including No. 27 and 37 fireless cooking oil stoves; No. 03 water heater; No. 93 Puritan stove with cabinet.

The Puritan Cabinet Oil Stove No. 27, with fireless cooking oven, combines

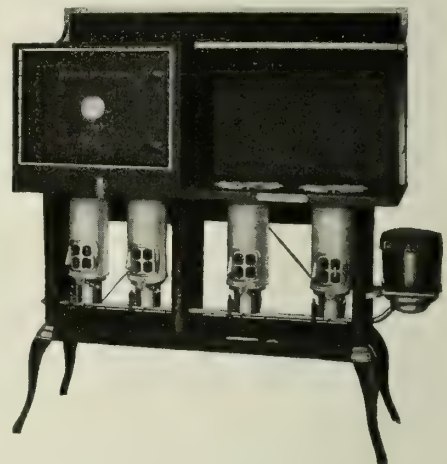


No. 27 Puritan Stove

a four-burner stove, fireless cooking oven, cabinet and warming shelf in one compact yet roomy and complete cooking device. The walls of the oven are

heavily insulated with asbestos air-celled material for the purpose of preventing loss of heat by radiation. The makers state that by simply closing the oven damper and turning out the flame you have a fireless cooking oven. By opening the oven door, and removing the racks, the two oven burners, become available for grate surface cooking. The stove is equipped with a patented reversible glass reservoir.

The No. 37 new Perfection fireless cooking oil stove combines a four-burner stove, fireless cooker, oven, cabinet and warming shelf into one compact yet roomy complete cooking device. There are two burners under the oven section, but the makers claim that one is sufficient for all oven purposes. The extra burner is a convenience when it is desirable to preheat the oven quickly. On wash day the boiler can be heated on



No. 37 New Perfection

the two outside burners, while the oven burners may be used to cook the mid-day meal.

The No. 03 water heater is another new product. The heater is designed for use wherever quick heating of water is desired—and especially where access to supplies of either artificial or natural gas cannot be secured. The heater is used in conjunction with a regular hot-water tank and can be easily installed by any plumber.

The heater provides four water heating units of unusually high efficiency, enclosed in the upper drum or jacket. The heat of three oil burners is directly applied to these heating units, securing the makers claim, for the first time in the history of water heating devices an entirely satisfactory oil-burning heater.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Despite the abnormally high prices which have been in effect on manufactured iron and steel products for some time past, further advances have gone into effect this week. There are forecasts of further advances in the near future. Wire nails have advanced 25 cents per keg. Smooth steel wire has advanced 15 cents, per 100 lbs. All fence wire with the exception of barb has advanced 15c per 100 lbs. Fence staples, coiled hay wire, wire bale ties have all advanced 15 cents per 100 lbs. Other lines which have been affected by advanced prices include gun-powder, oakum, files, poultry netting, tinned wire, cut hay wire, lead pipe, tin plate and tinned iron, galvanized sheets, stove pipe wire, shafting, clothes wringers. Turpentine has declined in price, and a wide range of prices are quoted on linseed oil. The new pane list on window glass has been issued this week, but the discount has not yet been fixed. Prices have been issued for binder twine and the advances range from $\frac{1}{4}$ c to 2c per lb. over last year's prices. The new prices are shown elsewhere in this issue. Business continues satisfactory. With the opening of navigation there will be a heavy movement of supplies. Country trade is good, while city trade is still quiet. The advent of warmer weather will have a stimulating effect on all branches of the trade.

MONTREAL

MONTREAL, April 13.—The advances in prices of manufactured steel and iron continue without any effective check. There are higher prices this week on a number of items and there are forecasts of further upward adjustments in the near future. The outlook is just as unsettled as it has been for weeks and, with the continued rise to figures which have long been abnormal, the feeling of apprehension as to the ultimate end grows. For tin plate, tinned iron, certain of the thinner sheets, boiler tubes and some other lines dealers state that no deliveries can be had for months and in some cases mills display no interest in business under any conditions. The result, they say, will be that existing stocks cannot last until replenished by deliveries and that higher prices are almost certain to rule. On the other hand there is the important factor that consumption is almost certain to be reduced and retailers should use caution in relation to possible needs before the reaction comes. Also the retailer should take advantage of the present market values to realize on his stock on hand so that he will thus be protected should he be left with costly supplies on hand.

In the general lines of more highly manufactured lines there are fewer changes than there have been for many weeks and it would appear that a measure of readjustment in relation to cost of raw materials has been effected. In the metals the week has been quiet and

there have been no changes in the local quotations.

Business continues altogether satisfactory, new orders for general staples from country district coming in good volume, while wholesalers are busy making ready for the outpouring of heavy goods which will follow the readjustment of freight rates to a basis of water navigation about the middle of the month; next week should see very heavy deliveries. In the city the improvement is very slight and altogether disappointing.

Advances this week have been made on: galvanized sheets, lead pipe, wire nails, smooth steel wire, galvanized wire, coiled and cut hay wire, tinned wire, bright galvanized staples, wire bale ties, poultry netting, poultry netting staples, chain, Disston files, Stanley goods, harvest tools, shoe treads, oakum, bicycle sundries, sash weights, stove pipe wire, etc.

Higher prices are being predicted for: tin plate and black sheets, boiler tubes, lumbering tools, ammunition, brushes, etc.

Tin in Strong Position.—The tin market is in a very strong position and, although there have been no general advances since last report, higher prices are to be looked for according to outside indications. New York has scored an advance of 4 cents since last report and now stands about 2 cents above the Montreal level. It has been previously explained that New York is not a direct influence in this market, owing to the fact that embargos against foreign ex-

ports put Canada directly in touch with London, nevertheless New York reports that the rise recorded there was on the influence of London and the East, and that both have advanced £3 to the ton recently. Therefore, the present movement would appear to be the result of foreign influences and these should affect Canada via London. Montreal quotation: 52½-53c; strong with upward tendency.

Copper Continues Firm.—The firmer tone to the copper situation reported last week has been continued and somewhat emphasized. Locally there has been no change in the trade quotations, but the American market has strengthened to the extent of an additional half cent. New York reports that buying on the part of the British government has been the chief influence recently, total deliveries to that customer from the United States now being at the rate of 10,000 tons per month and will be continued on this basis for a year. Montreal quotation: 32-32½c, strength in evidence.

Lead Shows Little Change.—There are indications that the lead market has reached the top of its present movement. In fact, although there has been no weaker tendency in evidence locally, the New York quotations on the part of outsiders and second hands have shaded off fractionally while the Trust has remained unchanged. The American situation shows dullness and volume of business is very small. A recent influence for weakness has been the fact that Japan, after making some extensive purchases, is out of the market and there are indications that the buying was on the part of traders and speculators who are now selling in the face of large offerings from Australia. Montreal quotations: 10¾-11c, slightly easier tendency.

Spelter Somewhat Firmer.—Under the influence of a net gain of 1 cent in New York, there has been a firmer feeling in the spelter situation. The American advance has followed the example of London, but there has been a disposition on the part of buyers to lay off, with the result that higher prices have checked activity. Domestic consumers are reported to be looking for a reaction as soon as the export demand is satisfied and foreign inquiry is already showing signs of dwindling interest. Montreal quotation: 22½-23c, firm.

Solder is Steady.—There is practically no change in the solder situation, which is steady under the influence of firmness in the markets for tin and other metals. The range of prices continues wide but the following quotations may still be counted as a nominal guide: Commercial

half-and-half 30 $\frac{1}{2}$ -31c; Strictly half-and-half 32 $\frac{1}{2}$ -33c.

Other Metals.—The markets for other metals are practically without change and quotations are as at last report. Antimony has declined about half a cent on spot at New York but is steady locally at 48 cents; Aluminum shows no new developments and is still nominally quoted at 68 cents; sheet zinc is firm at prevailing high prices and quotations continue at 31c for casks and 31 $\frac{1}{2}$ c for part casks.

Iron and Steel Situation.—Uncertainty as to the future of the markets for manufactured steel and iron is emphasized by further increases this week on wire products, sheets and some other lines and the prediction that there will be higher prices in the near future for tin plate, tinned iron, boiled tubes, etc. At the same time the prices have reached such a level that the future cannot but be regarded with a certain apprehension. Dealers can see nothing but a continuation of the increases. Tin plate and thin black sheets cannot be secured on any reasonable booking conditions, and boiler tubes and certain other lines cannot be ordered for delivery before the end of the year. Dealers state, therefore, that, unless there is some unforeseen upheaval in conditions, deliveries from stock at the present rate will exhaust supplies before they can be replenished and the natural course is to advance prices as a matter of protection. At the same time the fact remains that values are abnormally high and that prices are likely to interfere seriously with consumption. For this reason dealers should exercise care not to stock beyond reasonable requirements for the period likely to be marked by a continuation of the present conditions; further they should take advantage of the present market values to take profits to protect themselves in the event of a reaction later.

Galvanized Sheets Advanced.—There have been general advances on galvanized sheets. On the majority of gauges and sizes the increase is 25 cents but there are a large number of readjustments and on some items of the list the change is as much as 95 cents. New quotations follow:

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	6 90	6 65	6 50
16-20	6 90	6 65	6 50
18-20	6 90	6 65	6 50
22	7 00	6 90	7 00
22-24	7 00	6 90	7 00
24	7 25	6 95	7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50
Colborne			
14 gauge	5 80	5 80	5 80
16 gauge	5 80	5 80	5 80
18-20 gauge	5 90	5 90	5 90
22-24 gauge	6 00	6 00	6 00
26 gauge	6 25	6 25	6 25
28 gauge	6 65	6 65	6 65
10% ozs.	6 75	6 75	6 75

Add 25c for less than case lots.

Black Sheets.—Dealers report that there is a very serious situation being faced as regards black sheets, particularly the smaller gauges up to 16. For these sheets mills are not only adopting

the attitude that they cannot promise delivery for many months but they take little or no interest in new business under any conditions.

Tin Plate and Tinned Iron.—For practically all the staples sizes and thicknesses of tin plate and tinned iron there is a shortage of supplies and a difficulty with regard to securing deliveries which promise to result in a bare market in the very near future. Under such circumstances, and with a prospect of deliveries from stock exhausting supplies before they can be replenished, the outlook is for further advances.

Boiler Tubes Going Up.—Last week it was stated that the outlook in the market for boiler tubes was that there would be an advance in the near future. It may now be stated that this advance is assured and that there will be readjustment of quotations to higher levels before long, probably before the publication of next report.

Lead Pipe Up Again.—Predictions of further advances on lead pipe because quotations had not yet reached a level warranted by the position of the pig market have been followed by increases of half a cent. The quotation for lead pipe is now \$14 per cwt. and for lead waste pipe \$15 per cwt. The market is firm on these higher prices.

Wire Products Take Big Advance.—One of the important developments of the week was another material advance on wire products, including nails, staples, fence wire baling wire, etc., etc. The continued rise of these products has been one of the features of the steel market since the outbreak of the war and nothing has served to better illustrate to the trade the general trend of developments. On the miscellaneous lines of the more highly manufactured hardware there have been fewer changes this week than for some time past, and it would appear that the many adjustments have had the effect of moving values to a more reasonable position in relation to the cost of raw materials.

Nails Up 25 Cents.—There are few items more closely followed in the hardware trade than nails and when it is announced that there has been another advance of 25 cents, following the many increases already made, the serious complexion of the steel situation appeals directly to the dealer. The Montreal base for wire nails is now \$3.70.

Smooth Steel Wire.—The advance made on smooth steel wire is 15 cents, the base for No. 0-9 gauge being brought up to \$3.75 with the following extras: No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Other extras as usual.

Fence Wire.—The advance on fence wire is also 15 cents for all lines, with the exception of barb, which remains as as before for the time being. Plain galvanized, coil spring and oiled and annealed are all affected.

Coiled Hay Wire.—Hay wire in coils is advanced 15 cents, the new quotations

being as follows: No. 13, \$3.65; No. 14, \$3.70 and No. 15, \$3.80.

Cut Hay Wire.—There has also been an advance of 2 $\frac{1}{2}$ per cent. on cut hay baling wire. Montreal quotations are now as follows: No. 9, \$3.90; No. 10, \$3.95; No. 11, \$4.05; No. 12 and 13, \$4.15; No. 13 $\frac{1}{2}$, \$4.25; No. 14, \$4.40; No. 15, \$4.65. Plus discount 2 $\frac{1}{2}$ per cent.

Tinned Wire Also.—Tinned wire has been affected in the general readjustment of prices, new quotations being as follows: Nos. 8 and 9, \$6.00; No. 10, \$6.05; No. 11, \$6.15; No. 12, \$6.20; No. 13, \$6.30; No. 14, \$6.40; No. 15, \$6.55; No. 16, \$6.70; No. 17, \$8.00; No. 18, \$8.50; No. 19, \$8.95; No. 20, \$9.55; No. 21, \$9.90; No. 22, \$10.20; No. 23, \$10.50 and No. 24, \$10.85.

Staples Take a Rise.—With the general upward movement of wire products galvanized and bright fence staples were increased 15 cents. New quotations follow:

Fence staples, galv., in kegs	4 80
Fence staples, galv., 25 lb. boxes	5 05
Fence staples, bright, in kegs	3 95
Fence staples, bright, in 25-lb. boxes	4 20

Wire Bale Ties.—All wire bale ties have been advanced on the same basis as hay wire. The new figures which are up 15 cents are shown in current quotations.

Poultry Netting Higher.—In the general movement of wire products poultry netting has been affected. The discount on the 1 and 2 inch meshes is now 20 per cent. as compared with 30 per cent. formerly, and prices on other sizes are still withdrawn.

Netting Staples Too.—At the same time there has also been an advance on poultry netting staples, the discount being reduced from 40 and 12 $\frac{1}{2}$ per cent. to 40 and 5 per cent.

Chain Prices Higher.—When the recent advance on chain prices was made by manufacturers local wholesalers did not immediately adjust their quotations but this has now generally been done and the following prices now prevail:

Proof coil, per 100 lbs., $\frac{3}{4}$	\$8.85	5-16	\$7.50
$\frac{1}{2}$	\$6.75	7-16	\$6.55
$\frac{1}{4}$	\$6.35	9-16	\$6.35
$\frac{1}{8}$	\$6.20	$\frac{1}{4}$	\$6.10
$\frac{3}{16}$	\$5.95	1	\$5.80
Electric Weld Coil Chain—BB.		3-16 in.	\$11.45
$\frac{1}{4}$ in.	\$8.15	5-16 in.	\$6.65
$\frac{3}{8}$ in.	\$5.60	7-16 in.	\$5.60
$\frac{1}{2}$ in.	\$5.60	per 100 lbs.	

Disston Files.—A similar advance has now been made on Disston as other files, the discount being reduced from 70 per cent. to 65 and 10 per cent. Reports in the trade indicate that there are to be further material increases on the prices of these and other files, one prediction being that the discount may be reduced to as low as 50 per cent.

Another Stanley Increase.—Prices of shelf goods in the wholesale trade have recently been busy in making adjustments following a second advance on Stanley goods. A description of these adjustments would be impossible here. Generally speaking there appears to be about 10 per cent. added all round on steel goods and about 20 per cent. all round on brass lines—in some cases the increases are of course less and in others much higher.

Harvest Tools Advance.—A general

advance on harvest tools has been made, the increase being in line with the upward movement of raw materials. The discount which was formerly 40 and 12½ per cent. is now 40, 5 and 5 per cent.

Lumbering Tools.—In the trade it is being forecast that there will be a material advance on lumbering tools in the near future. Following the general trend of the metal markets such an increase is to be expected and dealers might do well to look to their stocks.

Ammunition.—There has recently been an important advance on gun-powder, some of the wholesale houses increasing their price to the trade 10 cents per pound or about 30 per cent. In view of this rise, together with the advances which have been made on shot it would appear a logical development that the prices of shells and other ammunition should go to higher levels.

Shoe Treads.—For the second time since the upward movement of iron and steel commenced shoe treads have been affected. The advance made this week is about 15 cents a pound; however all houses do not seem to have acted together on this change.

Oakum Up Again.—Still another increase has recently been made on oakum, this advance being but one of several in the past few weeks. Montreal quotations now include U. S. Navy 12 cents, an advance of 1½ cents, and plumbers' spun 8 cents, an advance of 1 cent.

Bicycle Sundries.—Jobbers of bicycle sundries announce that there has been an advance of 10 per cent. on practically all lines. This is the effect of the rising cost of raw materials entering into various metal manufactures.

Advances Well Sustained.—Advances on such lines as rivets, screws, wrenches, picks, etc., etc., announced last week have all been well maintained and the outlook is for further increases rather than a reaction in the immediate future.

Sash Weights.—The rising cost of iron has resulted in a further advance on sash weights, the increase being 10 cents on the solid and 30 cents on the sectional. New quotations are: Sectional, 1 lb., per 100 lbs. \$2.70; sectional, ½ lb., per 100 lbs., \$2.70; solid, 3 to 30 lbs., per cwt. \$2.00.

Stove Pipe Wire.—An increase of 25 cents on the price of stove pipe wire has gone into effect. No. 18 is now quoted at \$5.00 and No. 19 at \$5.25.

Seasonable Goods.—Dealers report that recently there has been a very satisfactory movement of lawn goods, including hose, sprinklers, etc. This may be taken as evidence that retailers are preparing for the summer trade.

Brushes Going Up.—One brush company has this week announced new prices covering an increase estimated by wholesalers at about 10 per cent. So far other firms have not followed this lead but the situation has been a strong one for some time and general increases may be looked for.

Old Materials.—There are some further readjustments in the list of old materials this week. Scrap copper is ad-

vanced half a cent to 21½ cents and stove plate 1 cent from 9½ to 10½ cents.

TORONTO

TORONTO, Ont., April 13.—With the opening of spring, business in the hardware trade shows further improvement, and the outlook continues favorable as far as the volume of business is concerned. Owing to the high prices prevailing, buying is inclined to be of the hand-to-mouth order, and retailers are carrying lighter stocks than during normal times. The freight situation is acute and the delay in getting shipments through is causing considerable inconvenience both to dealers and manufacturers. The opening of navigation on the lakes, which is expected towards the end of the month, will facilitate the movement of freight and afford some relief to the situation. The Dominion revenue for the fiscal year ending March 31 shows an increase of \$39,550,000 over the previous twelve months. For the month of March the Customs revenue totalled nearly \$10,000,000, being an increase of over \$2,000,000 more than the corresponding month of last year.

Prices Continue Upward.—The market continues very firm, with prices still rising. Signs are still wanting that the end of the upward movement is in sight, and there is no prospect of a change in the situation, while raw materials continue to advance, as they are doing at present. Practically all prices are now subject to change without notice, and orders are being taken against immediate acceptance and prompt delivery. The raw material situation is showing no sign of any improvement, deliveries of many products are getting further behind and prices creeping up.

Many Changes.—A number of important advances have been made during the week, particulars regarding these being given in detail. There have also been many other price changes of lesser importance, too numerous to mention. Smooth steel wire has advanced, and has affected a number of lines, including cut hay baling wire, stovepipe wire, hay wire and bale ties. The expected advance in wire nails has been announced, bringing the price to an unusually high figure. Fence staples, wringers, Yankee tools, sandpaper, lead pipe, some lines of steel products, and cold-rolled shafting have also advanced. In the ingot metal market the most important feature is a sharp advance in tin. The ready roofing situation shows no improvement, and the shortage of rags has become a serious matter. Owing to this shortage the Dominion Government, through the Department of Trade and Commerce, has issued a statement urgently requesting the public to collect all rags and dispose of them through the regular channels, so that manufacturers of paper and other kindred products will have an increased supply of raw materials to use.

Iron and Steel Situation.—Prices of some iron and steel products have advanced. Cold-rolled shafting is higher, the new price being list plus 30 per cent.

at warehouse and list plus 20 per cent. at mill. The prices are for delivery at mill convenience. Wire nails have advanced 25c, and are now quoted at \$3.65 per keg base. This advance is due to the increase in cost and great scarcity of wire rods. A sharp advance in boiler tubes may be expected any time, and higher prices for cut nails are likely in the near future. Mild steel and iron bars are unchanged at \$3 and \$2.75 per 100 pounds, but higher prices have been made in sleigh shoe steel at \$3; reeled machinery steel at \$4.50; the cask steel at \$3.95, and spring steel at \$4.50 per 100 pounds. Mining and silver tool steel are higher at 10c and 18c per pound respectively.

An interesting feature in the steel market in the United States is the possible advance in the price of rails. The base price of steel rails has stood at \$28 per ton for over 15 years, but owing to the unusual conditions prevailing in the trade a change will probably be made after May 1. The situation in the steel trade generally is unchanged, the demand being as insistent as ever. It appears likely that prices will remain high for this year, as the mills have enough business booked to practically carry them over the remainder of the year. Some authorities, however, believe that there are indications of a possible recession of prices. The production of billets is increasing, so is also the demand. Bessemer and open-hearth billets are unchanged at \$45 per ton, but forging billets have advanced to \$67.50 per ton base, Pittsburgh. Wire rods have also advanced, and are now being quoted at \$60 per ton Pittsburgh. The ferromanganese situation continues acute, and very high prices are being paid for prompt shipments; prices ranging all the way from \$400 to \$450 per ton.

Pig Iron.—The price of grey forge pig iron has advanced 25c to \$18.70 f.o.b. Pittsburgh. Hamilton and Victoria pig irons are unchanged at \$24 per ton. The demand for steel-making pig iron is extremely heavy, while there is a marked improvement in the demand for foundry grades.

Old Material.—The market is holding firm, with a tendency towards higher prices. Business is showing some improvement, particularly in copper, which is in good demand. Scrap lead is very firm in sympathy with the pig lead market, but prices are unchanged. Prices of light copper, machine composition, composition turnings, brass clippings and brass turnings are about 25c per 100 lbs. higher. Heavy melting steel is firmer and the position of this material is improving.

Metal Market.—The demand continues active for metals for munitions, and the consumption for other purposes is steadily improving. The feature this week is a sharp advance in tin, following an upward movement in London and New York. The position of tin has improved considerably, and it is expected that the market will go still higher. Lead is unchanged at the high level reached during last week, but the market is a

little easier. The copper situation is unchanged, but the market is very firm and quotations are still nominal. Large contracts have been placed for copper in the United States by the British and French Governments, which has strengthened the position of this metal. The demand for spelter is heavier, and the market firm, with some possibility of higher prices. The antimony situation is unchanged, and there is nothing of particular importance to note with regard to this metal. The same may be said of aluminum, which is still very scarce and high in price. Solders are unchanged, but higher prices may be looked for, particularly now that the tin market is rising.

Copper Firm.—The most interesting feature in copper market is the announcement that the British and French Governments has contracted for a very large amount of copper in New York. It is said to be the largest tonnage of copper that has ever been sold in the States. The transaction has not as yet affected prices materially, but will have a tendency to keep the market firm for several months, and may eventually cause higher prices. Locally the market is firm and unchanged at 30½¢ per pound nominally.

Tin Advances.—Tin is higher locally, following an advance in London and New York. The strength in the market is due to increased consumption and scarcity of spot metal. New York market is also being affected by the difficulty in getting permits to ship from England, which is interfering with business. Tin has advanced 4¢, and is now quoted at 58¢ per pound nominal.

Spelter.—The market is firm and higher in New York on account of a good demand for spelter, particularly for export. It is said that producers are holding back and offering less spelter now than they have done in a long time, both for nearby deliveries and futures. Spelter has advanced 1¢ locally, and is now quoted at 23¢ per pound.

Lead.—The market is dull and easier after the recent advance. The "Trust" price is being held at 7.50¢ New York, but the open market is weaker, the price ranging from 7.62½¢ to 7.87½¢. The lead situation is unchanged and the demand continues heavy. Lead is unchanged locally at 11¢ per pound.

Antimony.—The market is featureless and quotations nominal at 48¢ per pound.

Aluminum.—The market is quiet and easier. Quotations have a weaker tendency, but are in the meantime unchanged and nominal at 68¢ per pound.

Solders.—Quotations are firm, but unchanged. Higher prices are very probable, as tin is advancing and lead is high. Latest prices are given in the current market quotations.

Sheets Strong.—The galvanized sheet situation is unchanged, and the market continues strong. Spelter is too high to be attractive, and black sheets are advancing steadily, thus curtailing production of galvanized sheets. Prices are unchanged in the meantime, but an advance in the near future is highly probable. The big demand for black, and particularly blue annealed sheets in the primary

market has caused an advance in prices, and is also making deliveries more backward. Black sheets, No. 28 gauge, are quoted locally at \$4, and No. 10 gauge at \$4.50 per 100 pounds. Complete prices on black sheets are given in the current market quotations.

Shafting Higher.—Yet another advance has been made in cold-rolled steel shafting, which is now being sold at list plus 30 per cent. f.o.b. warehouse and list plus 20 per cent. at mill. The price of shafting is now nearly three times what it was twelve months ago.

Wire Nails Advance Again.—An advance of 25¢ per keg on wire nails has been made by the makers. Higher prices were predicted in Hardware and Metal last week, as it appeared to be the logical result of conditions in the wire rod market. Wire rods have been advancing steadily for some time, and are becoming more difficult to obtain. There are no indications of any improvement in the situation, and it is quite likely that wire nails will reach still higher levels. Wire nails are now being quoted at \$3.65 per keg base. Cut nails are unchanged at \$3.20 per keg base, but an advance may be looked for in the near future.

Wire Advances.—Smooth steel wire has advanced 15¢ and No. 0-9 gauge is now quoted at \$3.75 per 100 pounds base. This advance has affected various lines of wire products, the new prices being given below.

Stovepipe Wire Up.—The new prices on stovepipe wire are 25¢ higher, and are as follows:—No. 18 \$5, and No. 19, \$5.25.

Cut Hay Baling Wire Up.—The new prices on cut hay baling wire are as follows:—No. 9, \$3.95; No. 10, \$4; No. 11, \$4.10; Nos. 12 and 13, \$4.20; No. 13½, \$4.30; No. 14, \$4.50, and No. 15, \$4.75 per 100 lbs. f.o.b. Toronto, Hamilton and Montreal, and freight equalized.

Hay Wire Advances.—Hay wire in coils has advanced 15¢, and is quoted as follows:—No. 13, \$3.65; No. 14, \$3.70, and No. 15, \$3.80 per 100 lbs.

Wire Bale Ties Up.—The new prices on wire bale ties, single loop, are 15¢ higher, and are as follows:—No. 12, \$4.05; No. 13, \$4.15; No. 13½, \$4.20; No. 14, \$4.30; No. 15, \$4.50, and No. 16, \$4.75 per 100 pounds f.o.b. Toronto, Hamilton, Montreal, and freight equalized.

Fence Staples Advance.—Makers of bright and galvanized fence staples have advanced their prices 15¢ per 100 pounds, which are as follows:—Fence staples, galvanized, in kegs, \$4.80, and in 25-lb. boxes, \$5.05. Bright fence staples, in kegs, \$3.95, and in 25-lb. boxes, \$4.20 per 100 lbs. The new discount on galvanized poultry netting staples is 40 and 5 per cent.

Wrought Iron Pipe.—The market is very firm at the recent advance, and prices are being well held. There is no improvement in the raw material situation, and indications point to higher prices at no distant date.

Lead Pipe Higher.—Another advance has been made in lead pipe, the new prices being ½¢ higher. All lead products are being affected by the high cost of pig lead. Lead pipe is now quoted at 14¢, and waste at 15¢ per pound. The

new discount on traps and bends is 5 per cent.

Wringers, New Discount.—The new discount on wringers is 10 per cent, the old discount being 15 per cent. The high cost of raw materials, principally rubber, is the reason for the advance.

Carbon Drills, New Discount.—Makers of carbon drills have issued new and lower discounts on carbon drills, which are as follows:—Bit stock drills, 50 per cent.; wood drills, 20 per cent., and straight shank drills, 50 per cent.

Kitchen Utensils.—The market is holding firm, and there is a good steady demand for most lines of ware. Dealers are not stocking up heavily, the tendency being more towards cautious buying.

Seasonable Goods.—Bookings for summer lines are keeping up well, and some shipments have already been made. The demand for garden tools is starting.

Rope.—The cordage market is very firm, but there has been no change in prices. There is no improvement in the raw material situation, and prices are still very high on all fibres. The market is being seriously affected by the shortage of tonnage and abnormal freight rates. Prices will remain high until the situation improves, but there is no indication of this at present.

Roofing Situation.—The situation is unchanged, and the market is very firm. The serious shortage of rags, which has recently been referred to in Hardware and Metal, is engaging the attention of the Dominion Government. The Department of Trade and Commerce has issued a request calling upon the public to save all rags and dispose of them through the usual channels. This will increase the supplies of raw material available for the manufacture of paper and roofing.

LONDON

LONDON, Ont., April 12.—There have been a number of advances in staple articles during the week, notably in the case of nails and wire. Business for the week has been reported good, with orders coming in in greater volume and at a faster rate. All of the spring lines are in good demand. Collections for the week have been reported good.

Wire Nails Up 25c.—An further advance of 25¢ per 100 lbs. for wire nails makes the new price \$3.65 base, which is an exceptionally high figure. Cut nails have not advanced and are still selling at \$3.20 base.

Fence Staples Advance.—A new price is being quoted on fence staples, bright in kegs selling for \$3.95, while bright in 25-lb. boxes are selling at \$4.20; galvanized fence staples in kegs are selling at \$4.80 and in 25-lb. boxes at \$5.05 per 100 lbs.

Galvanized Fence Hooks.—In kegs the price is quoted at \$4.80 and in 25-lb. boxes \$5.05.

Advance in Poultry Net Staples.—In poultry net staples a new price is being quoted at 40 and 5 per cent. The net prices in kegs is \$6.85 per 100 lbs.; in

50-lbs. boxes, \$7.15; 25-lb. boxes, \$7.25; 10-lb. boxes, \$7.65.

Oiled and Annealed Wire Up.—An advance of 15 cents is recorded in oiled and annealed wire, base now being quoted at \$3.75 per 100 lbs. No. 10 is selling at \$3.91, No. 11 at \$3.97 and No. 12 at \$4.05. Hay baling wire, No. 14, is being quoted at \$4.15.

Clothes Wringers Advance.—An advance of 5 per cent. in clothes wringers is being quoted by dealers. The new discount is 10 per cent. off list.

Screw Drivers, Drills Up 10 per cent.—North Bros. have made new quotations of their goods. Yankee screwdrivers, drills, etc., have been advanced 10 per cent.

Linseed Oil Advances.—An advance of two cents per gallon in linseed oil is recorded, with a fair sale. The following quotations are being made:

	Raw	Boiled
1 to 2 bbls.	\$1.00	\$1.03 per gal.
3 to 5 bbls. ....	.99	1.02 per gal.
6 to 9 bbls. ....	.98	1.01 per gal.

Reduction in Turpentine.—A reduction of three cents per gallon is being quoted in turpentine. In barrel lots the price is 77c per Imperial gallon, 2 to 4 bbl. lots, 76c; 5 gal. lots 84c.

White Lead.—The market in white lead remains steady. Pure white lead in oil in ton lots is quoted at \$13.95 per 100 lbs., in less than ton lots, \$14.25.

Rope Prices Unchanged.—The market in rope is firm at recent quotations. Pure Manila rope is being quoted at 21c per lb.; British, 17c; African hemp, 17c; cotton, 3-16, 27c; cotton, 1/4 and larger, 26c. New prices on binder twine are shown in page 44.

Iron Pipe Firm.—No further change has been recorded in the price of iron pipe.

Fence Wire Steady.—Galvanized fence wire is being quoted at the same price as last week. Barb is selling at \$3.85 per 100 lbs.; No. 9 galvanized, \$3.50; No. 12 galvanized, \$3.65; No. 13 galvanized, \$3.75; No. 9 coil spring, \$3.50.

Stovepipe Wire Up 25 cents.—An advance of 25c per 100 lbs. is recorded in stovepipe wire; No. 18 in 100 lots is selling at \$5.00, and in small lots at 6c lb.; No. 19 in 100 lbs. is selling at \$5.25 and in small lots at 6c per lb.

WINNIPEG

WINNIPEG, April 13.—Business during the first half of the month has been very good, and large sorting orders are being handled by all the jobbers. January and February cars have all been opened up by the retailer by this time, and he is no doubt beginning to notice on what lines his stock is shy, and will be placing further orders during this month. There are also a great number of retailers who leave their regular spring buying until the month of April, and for this reason it is expected that all the jobbers will be kept busy.

The latest advices from the jobbers indicate that their troubles with getting deliveries from the various manufac-

turers are increasing. Practically every day they receive advice stating that orders are being held up owing to lack of raw material, rush of war orders, or some other similar complaint, and it is extremely difficult to make any predictions as to what effect this condition will have on future business. Although jobbers are advising the retailers to book their orders for summer, fall, and even winter deliveries, it is very hard to state whether these booked orders can be filled or not. It is undoubtedly true that the retailer who books his order will stand the best chance of getting his goods, but he should not count too heavily on being able to supply all his customers' needs.

Price changes for the past week have been very numerous, and as usual the various lines of iron and steel products have been affected. In addition to the changes noted last week on the different lines of corrugated and plain heavy strap and T hinges, an important change has gone through in the price of plated butts. The new price applying to No. 241 D2, 3 x 3 inches, is now 21c per pair, which represents an increase of nearly 25 per cent. Other lines of plated butts have advanced proportionately, so the retailer can form a general idea of just what these new prices will be.

Wire Goods Up.—The various lines of "bright wire goods" have also taken a further jump in price, and new quotations are now being made on screw eyes, screw hooks, and gate hooks and eyes.

Cotton wrapping twine on cones and in balls now carries a new price of 31c per lb. for three-ply and 34c per lb. for four-ply.

The various lines of fall and winter sporting goods are already commencing to arrive in Winnipeg, and the majority of items will come in for a revision of prices. This will affect the various lines of gun cleaners, rifle cleaners, skates, ammunition, sleighs, etc. and retailers who can place their orders now at last year's prices would certainly be wise to do so.

A general increase has gone into effect on the price of wheelbarrows, road-scrappers, and wheel scrapers. Steel enters very largely into the construction of these three items, and the new prices will run from 5 to 7 1/2 per cent. over those quoted previously.

Other items to show further advances are grub hoes, mattocks, picks and crow-bars.

New prices on sheet tin have been made, and to-day's prices are as follows: I.C., 20 x 28, 112 sheets, \$12.25 box; I.X., 20 x 28, 112 sheets, \$14.50; I.C., 20 x 33, 112 sheets, \$15; I.X., 20 x 33, 56 sheets, \$8.90; I.X., 20 x 39, 56 sheets, \$10.15. Terne Plates—I.C., 20 x 28, 112 sheets, \$11.

Copper rivets and burrs have also advanced, and prices to-day almost place this line of goods in the luxury class. Quotations now being made are as follows:—Copper rivets and burrs (per lb.)—Assorted, No. 8, 74c; No. 10, 79c. Rivets only—No. 8, 66c; No. 10, 71c. Burrs only—No. 8, 66c; No. 10, 71c; No. 12, 76c.

There has been one reduction in price

during the past week, and that is in the price of hay baling wire f.o.b. Winnipeg. Prices at the head of the lakes have been cancelled for the time being, and the prices below will be in effect for a little while at least:—Per 100 lbs.—14-gauge, \$4.30; 15-gauge, \$4.40; 16-gauge, \$4.60.

Revised prices on all lines of shovels, spades, and grain scoops have been made, and the latest prices are shown herewith. The advance approximates about 7 1/2 per cent., and manufacturers claim that further increases may be necessary in the near future:—Shovels, polished (per doz.)—Fox and Olds, \$8.30; bulldog and Jones, \$10. Scoops, Black, Black Cat and Crescent, No. 6, \$9.75; No. 8, \$10.35; No. 10, \$11. Moose and Jones, No. 6, \$10.70; No. 8, \$11.30; No. 10, \$11.85.

The Canadian manufacturers of enamelware and tinware have issued revised discounts showing an approximate advance of 10 per cent., the prices now quoted being as follows:—Pearl, Colonial and Imperial enamelware, 43-20 per cent.; Diamond, Premier and Canada enamelware, 40 per cent.; white enamelware, 65-5 per cent.; japanned ware, 10-10 per cent.; stamped ware, plain, 65-5 per cent.; stamped ware, re-tinned, 60-7 1/2 per cent.; pieced ware, 12 1/2 per cent.; galvanized ware, list; copper ware, 5 per cent.

Another line which has undergone another increase in price during the past week is wrought iron pipe, both black and galvanized, the new prices being as follows:—

Black—	Per 100 feet
3/4 inch	\$ 3 65
1 1/2 inch	4 65
3/4 inch	5 65
1 inch	8 25
1 1/4 inch	10 80
1 1/2 inch	12 95
2 inch	17 35
Galvanized—	
3/4 inch	6 30
1 1/2 inch	7 05
3/4 inch	8 85
1 inch	13 10
1 1/4 inch	17 00
1 1/2 inch	20 30
2 inch	27 35

The latest prices issued on patent standard stovepipe show that the 6-in. is now selling at \$11.15 and the 7-in. at \$11.95 per 100 lengths. Stovepipe elbows, 6-in., are now quoted at \$1.78, and 7-in. at \$2 per dozen.

Other lines affected with prices applying to same are given herewith:

Bright Tinnings Wire—	Per 100 lbs. base
0-9	\$4 00
10	4 06
11	4 12
12	4 20
13	4 30
14	4 40
15	4 55
16	4 70
Solder—	
Half and half, full cases	34c lb.
Less	35c lb.
Harvest tools, 40, 5 and 5%.	
Barbour's Shoe Thread	Lb.
8	\$1 65
10	1 75
	Gross
Tea spoons, No. 900	\$2 40
Dessert spoons, No. 900	4 50

WEEKLY PAINT DEPARTMENT

Advertising Clean-up Articles

Spring Season Presents Problem to Merchant of Telling His Customers in the Most Attractive Way About Articles Which Should Form a Large Part of Dealer's Trade at This Time of Year—Paint and Interior Brightness.

MANY merchants in the smaller towns will be conjuring in their brain the best line of spring advertising. Paints and all clean-up materials naturally suggest themselves as the appropriate thing to place before the people. But then comes that old question: How are we going to lay the matter before the people in the right light? Many people put off painting their houses last year as a matter of economy.

paint-up time, and the merchant should not fail to impress these facts on his customers. But then there is that somewhat perplexing question of preparing the right kind of advertisement that will attract the people and induce them to start on their spring crusade against gloom.

In two previous issues of Hardware and Metal there has been pointed out the need of having a good typographical display, of having some substance to the advertisement—points which any good salesman would use if he were talking to a prospective customer. Also there was pointed out the desirability of quoting prices, even though one's competitor were waiting quietly to take a note of the price in order that he might undersell. Illustrations of various types of good advertising and poor advertising were given in previous articles.

Timely Sales

Most merchants realize the necessity of placing on sale articles which are suitable for a particular season of the year. Few there are who would be so unmindful of the eternal fitness of things to advertise winter goods in the middle of summer, except, perhaps, it be for the purpose of cleaning out a stock of these goods at reduced prices. There are, of course, exceptions in most things.

Just at this season of the year spring cleaning is in the air. The housewife sniffs the invigorating air and tries to think of some way to make her home look more attractive. It is just when the housewife is in this questioning frame of mind that the hardware merchant should be "on the job" to suggest the many articles that will be of great assistance. It is the psychological moment, as it were. The conditions are then ripe to garner in the trade if the appeal is made in the right way. One of the most effective ways of talking to the local constituency is through the columns of the local paper by means of carefully-prepared advertising.

So many merchants are apt to leave this job until the last minute. In desperation they finally write out an advertisement which says very little. "See our new line of wallpapers. They are complete. Get your spring cleaning done now. We have everything to meet your needs in this respect." These sentences and others of similar character are often the sum and substance of many an advertisement.

Do Not Pull Trade

Such bare assertions as these are not sufficient to pull trade. The human mind

The original of this advertisement was nine inches deep across three columns. The typographical arrangement and disposition of white space makes it a very catchy advertisement. Detail is here omitted but this could be followed up in a later edition of the paper.

They can hardly put it off again this year unless they would have more damage done to the property than the paint would cost. That would be poor economy.

So also there are many articles that the hardwareman carries which should be used to brighten up the interior of the home. It is a clean-up time as well as a

Examples of well-written advertisements. The inquiring mind is here satisfied as to the details. Many of the same arguments are used that a good salesman would put forth if talking in person to the customer.

is inquisitive. It wants details. Most of all the mind of womankind is curious, and she will pore over the details of a well-written and attractive advertisement with an eagerness that she would

(Continued on page 44.)

You'll Take and Hold The Lead— in paint sales in your vicinity if you boost the Jamieson Line of Pure Prepared Paints



It sells well because it is easily applied, covers much surface, and is exceedingly durable. Users are always satisfied.

If we are not represented in your vicinity it will pay you to get our exclusive agency.

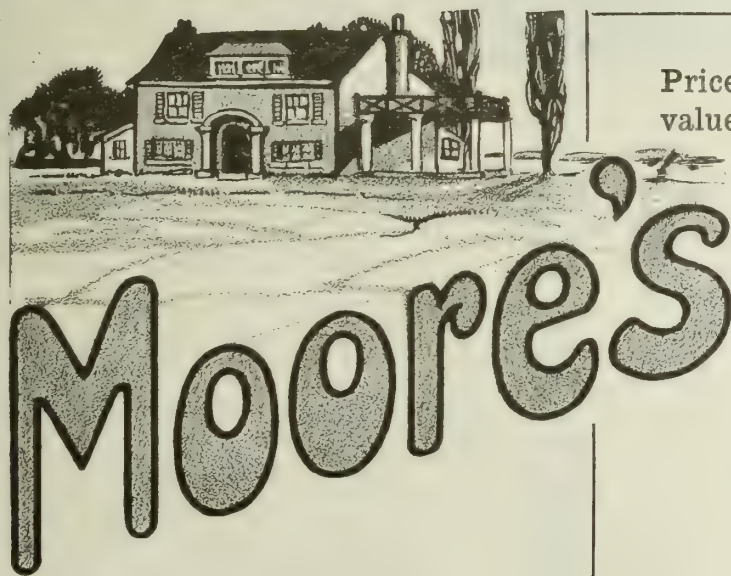
Write for full particulars.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED



House Colors

Price that makes easy sales, and value that brings customers back for more.

You can depend on the Moore line of Paints to make you many steady customers, because it invariably brings buyers back again and again for more. It has stood the test wonderfully in every Canadian climate, and from coast to coast our agents are always highly pleased with the results.

Link up with the Moore line and you'll materially increase your turnover.

Write for proposition.

MADE IN TORONTO, CANADA

BENJAMIN MOORE & CO., LTD.

WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

never expend on an ordinary news item in the columns of the daily paper. Such matters as the best aids to make her home a more cheerful place are real live bits of news to her.

Need for Detail

Here again in the case of articles to brighten up the interior and exterior of the home it is necessary to give details in as great profusion as possible. Also it is necessary to have the advertisement brightened up with illustrations. There is nothing so readable as an illustration. It attracts the eye and helps give a mental picture of the article. There is all the difference in the world between an advertisement with an illustration and one without. People have been given to building castles from the earliest stage in their human existence. They like to see pictures. Pictures were in most cases the first conveyors of light to the child mind in the days of dawning intelligence. They have not ceased to be the easiest method of telling a story. This is perhaps the psychological reason for the attractiveness and drawing power of the illustrated advertisement. Extensive advertisers have long since recognized this principle and spend hundreds of thousands of dollars each year in getting up attractive illustrations for their advertisements.

Cheap Illustrations

It is not necessary for the hardwareman to spend a large sum in order to get these little cuts for the purpose of illustrating. They can be secured for 15 cents each. Five or ten dollars spent in these cuts would give a merchant a good range, and would always keep his ad bright. The argument may be made that this cannot be afforded. If a small extra expense cannot be afforded, then one can hardly afford to spend the amount they do in a lifeless kind of advertising. Philanthropy to the local newspaper is not always appreciated. The editor would appreciate it very much more if he knew you were utilizing your space in such a way that you were getting returns from it. He does not want to be pauperized. He does his best to give you good service. If you do not do your part, that is no fault of the editor.

SHORTAGE OF PARIS GREEN PREDICTED

It does not require a prophet, nor yet the seventh son, to make a reasonable prediction that there will be a shortage of Paris green before the present season is through and the logical business effect of short supplies is higher prices. About the only thing that could upset this prediction would be a kind Providence, which would interfere with the usual activity of insect pests; while on the other hand, a bad season in this re-

spect is likely to lead to a serious situation.

With the prices of raw materials soaring, manufacturers both in Canada and the United States have cut down their production considerably. The fact that the opening price in the Canadian market was 38 $\frac{3}{4}$ c per pound as compared with 16 $\frac{1}{4}$ c at the opening a year ago indicates what the higher cost of materials has already meant, and manufacturers say that even higher prices are now warranted. A manufacturer points out that, under ordinary conditions, if business in one year is light, the surplus can be held over until the next season; but that this cannot be done on account of the high and uncertain prices of materials. Paris green carried over represents capital tied up for seven or eight months, and at present costs manufacturers cannot afford to finance production on a scale to warrant this. The result has been that some plants have closed down



JACK TWEDDLE

who represents Beatty Bros., Ltd., between Niagara Falls and Scotia Jct.

entirely, and the usual policy has been to curtail output. Conditions do not warrant gambling on a heavy demand, and for this reason makers generally are prepared for light business only.

American makers of Paris green are of the opinion that the production for 1916 will be about 60 per cent. of the normal output, and Canadian manufacturers are in about the same position. As the facilities for manufacturing are limited, while the greatest difficulty exists in obtaining the necessary ingredients, due not only to an actual shortage of materials, but to freight congestion and other factors, trade interests assert that the chance of turning out Paris green at the time of a rising demand is extremely limited.

The four main raw materials required in the manufacture of Paris green are sulphate of copper, or blue vitriol, arsenic, soda ash and acetic acid. All are scarce at the present time and held more dearly than during other years. The following table shows the price per

NEW TWINE PRICES

The following prices have been announced this week on Plymouth binder twine:—

Plymouth Special, 500 ft. 9 $\frac{7}{8}$ c lb.
Green Sheaf, 550 ft. 10 $\frac{1}{2}$ c lb.
Silver Sheaf, 600 ft. 12c lb.
Gold Medal, 650 ft. 13c lb.

The above apply to Ontario, Quebec, and Maritime Provinces, and delivery is made at nearest railway station in lots of 300 lbs. and over; less $\frac{1}{8}$ c a lb. in 5-ton lots; less $\frac{1}{4}$ c lb. in 10-ton lots. Terms net, November 1.

pound of these materials before the war, a year ago and at present, New York basis:—

	July, 1914	April, 1915	April, 1916
Acetic acid ... 1 $\frac{1}{2}$ a 1 3-5		1 $\frac{3}{4}$ a 2	6 $\frac{1}{4}$ a 6 $\frac{1}{2}$
Arsenic 3 a 3 $\frac{1}{2}$		4 $\frac{1}{4}$ a 4 $\frac{1}{2}$	6 $\frac{1}{2}$ a 7
Blue vitriol ... 4 $\frac{1}{2}$ a 4 $\frac{3}{4}$		6 a 6 $\frac{1}{4}$	19 $\frac{1}{2}$ a 20
Soda ash, cwt. 75	a 87 $\frac{1}{2}$	72 a 80	3 50a..



KNOW YOUR GOODS

It is an invaluable asset for any merchant to know all about the goods he handles. He should know why the goods he carries are better than other makes. He should have some knowledge of the manufacture of the goods. If a man under these conditions asks for inferior or cheaper tools one can without offense convince him why it pays to buy the best.

Live salesmen and live merchants have often to meet the possibility of not having the article for which their customer called. It is good business policy to introduce the customer to new articles and their uses. When done tactfully this often leads to excellent sales. It is the man who simply waits on his customers and hands them out the goods in a stolid, automaton sort of way that never increases his business very rapidly. The clerk in this condition never gets beyond the clerk stage.

HARDWARE LETTER BOX

Yard Sticks

Ingram & Darey, St. Thomas, Ont.—Please advise where we can secure yard sticks.

Lufkin Rule Co., Windsor, Ont.; A. Talbot & Co., London, Ont.; London Printing & Lithographing Co., London, Ont.—Editor.

Milwaukee Dustless Brushes

Taylor Bros., Ltd., Carleton Place, Ont.—Kindly advise who makes Milwaukee dustless brushes.

The line is made by Milwaukee Dustless Brush Co., 122 Sycamore street, Milwaukee, Wis.—Editor.

Wrought and Steel Plate WASHERS

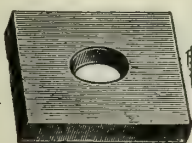
of all descriptions



Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.



Malleable Washers
and Cast Iron Washers.

Round & Square
Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



A Strong Leader

is the keystone of a profitable varnish
trade.

It's no trouble to sell any varnish
once, but unless it leads to repeat
orders such business is neither profit-
able nor desirable.

Berry Brothers Made-in-Canada var-
nishes not only attract customers but
retain them. Their earned merit,
aided by our aggressive advertising
methods, have won the preference of
varnish buyers.

Our products are not only safe to
recommend but easy to sell, as their
best selling argument is the label of
Berry Brothers.

You can increase the volume of your
varnish business by making a leader
of Berry Brothers' line.

*Write for our selling plan and
interesting dealers proposition.*

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

ESTABLISHED 1858
Walkerville, Ontario

(288)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 13.—Following on the important advance on all lines of ready-mixed paints, announcement of which was made last week, there has been a natural reluctance on the part of the trade to extend buying. However, this is no more due to the higher prices than it is to the fact that bookings for spring delivery had been completed; there is very little buying at this time of the year under normal conditions. The lull in buying is one to which the manufacturers do not object, for the reason that they are in the thick of the spring activity, and are very busy on deliveries. This activity will continue until after the opening of navigation, with attendant readjustment of transportation rates, which takes place about the middle of the month.

A feature of the week as regards the price situation has been a weaker tendency for linseed oil and turpentine, which has made itself evident in a reduction of quotations by some of the dealers, and has consequently created a wide spread in figures, as the changes have not yet become general. Also, there has been a little easier tendency as to lead. The general effect of these influences is not noticeable as regards the quotations for paint, because even the last advances did not bring prices to the level warranted by the cost of raw materials; a more emphatic reaction than is now in sight will have to take place before manufacturers begin to make readjustments.

As previously reported, the situation as regards varnishes is very firm, following the advances on paints, and it is expected that there will be new and higher quotations in the near future.

Linseed Oil.—With further easiness in the flax market there has been a weaker tendency in linseed oil. Some of the jobbers have made cuts in their quotations of as much as 3 cents, while others are still maintaining the prices which have been in effect for some weeks. The result is that there is now a spread of 4 cents between different local houses, and this indicates a recurrence of the keen competition for orders which makes itself evident from time to time when some of the interests take advantage of their position in relation to stocks on hand. The bulk of the business appears to be passing at 91c and 94c for raw and boiled respectively to 94c and 95c on the single barrel basis but the full range is as follows:

	Raw.	Boiled.
1 to 2 barrels	91c-95c	94c-98c
3 to 5 barrels	90c-94c	93c-97c
6 to 9 barrels	89c-93c	92c-96c

The Lead Situation.—While the market for white lead remains steady at the recent high quotation of \$13.80 per 100 lbs. for ton lots and \$14.10 for smaller lots, there is a slightly weaker tone of the pig market and fractional declines in American prices. However, as yet there has been no change which would have any influence on the quotations for white lead referred to, and there does not appear to be such a development in sight for the immediate future.

Turpentine Easier.—Further easiness is noted in the turpentine market, and quotations have been cut 2c by refiners during the week. Some jobbers have reduced their prices to the trade, and others have not, with the result that here, as in oil, there is a considerable spread in the figures. The bulk of the business appears to be between 74c and 77c on the single barrel basis, but one quotation as high as 80c is heard. Market may be regarded about as follows:—

1 barrel	74c-77c
2 to 4 barrels	73c-76c

New Glass List.—There is a new list out on pane glass, but at writing the discount to the trade has not been set. There will be a considerable advance covered by the new list following the general trend of the glass market, which continues firm under prevailing influences. The volume of business is fair under the conditions existing.

Paris Green Situation.—The outlook for Paris green is rather serious. Owing to the shortage of chemicals previously referred to, there have not only been material advances, but there is such a small supply of available stocks that should there be a normal demand exhaustion is such to price increases. An epidemic of insect pests is likely to bring trouble to the trade.

Miscellaneous Items.—The situation in gasoline and benzine remains firm, with prospects of higher prices; quotations are as given in detailed lists. Putty is steady and in fair demand, and zinc is very firm at high prices. Oils are steady on recent advances.

TORONTO

TORONTO, April 13.—The paint situation remains unchanged from last week. Retailers are well stocked up and are waiting for the big spring movement. White lead remains firm at the recent advanced prices. Turpentine has declined locally, while linseed oil has advanced in some quarters and remains stationary in others.

Linseed Oil.—Some dealers have ad-

vanced their price on linseed oil 2 cents per gallon while others are quoting the prices which were in effect last week.

The range of prices in effect follows:

	Raw	
1 to 2 barrels	98c	\$1.00 per gal.
3 to 5 barrels	97	.99 per gal.
6 to 9 barrels	95	.97 per gal.
	Boiled	
1 to 2 barrels	\$1.01	1.03 per gal.
3 to 5 barrels	1.00	1.02 per gal.
6 to 9 barrels .....	.98	1.00 per gal.

Turpentine Lower.—The market in the South is weaker and local prices have been lowered 3c per gallon. Stocks are light in the South and the new turpentine has not gone into storage yet. Stocks are also light in Toronto and it is quite possible that there will be a scarcity of turpentine here on account of the congestion of freight on the railways and consequent serious delay in getting shipments through. The following prices are being quoted on turpentine in Toronto; 1 barrel lots 77c; 2 to 4 barrel lots 76c and 5 gallon lots 84c per Imperial gallon.

Mixed Paints.—The market is firm at the recent advance. It is hardly possible to tell at present how the higher prices will affect the demand as dealers are well stocked up for spring. The probability is that the higher prices will not materially affect the demand.

White Lead Firm.—The market is very firm and quotations unchanged at \$13.95 per 100 pounds in ton lots. The pig lead market is easier but the Trusts' price is unchanged although the outside market declined slightly.

Glass.—The new pane list is printed but the discount has not been decided upon. The discounts on sheet and plate glass are unchanged and the market is very firm.

Gasoline.—The market is very firm and prices are unchanged although an advance may be looked for any time. There is an increasing demand for gasoline which is being quoted at 32c per gallon. Benzine is 31½c per gallon.

Putty.—There has been a little better movement in putty recently. Prices are firm and unchanged. The following prices are being quoted in Toronto for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	\$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25
Pure putty, 70c per 100 lbs. advance.	

Why "CHINA-LAC"

There are a dozen **sells**

distinct "CHINA-LAC" colors besides Flat White, Gloss White, and Natural "CHINA-LAC," and there are dozens and dozens of uses for each one of them. The simplicity with which "CHINA-LAC" stains and varnishes in one operation and the admirable effects it gives, closely resembling Hardwood Finishes, commends it to every householder.

Home

painting is something that everybody does nowadays. The Popular Home Journals have encouraged a natural demand which "CHINA-LAC" admirably fills. With a can of this modern Varnish Stain, a brush, and a pair of hands, the average householder can renew and make bright and clean most everything in the home, such as

Stairways, Doors, Baseboards, etc.
Chairs, Tables and Furniture of all kinds
Linoleums, Oilcloths, Screens
Verandah and Porch Fittings
Registers, Radiators, Boilers, etc.
In fact, everything around and about the house.

A hundred and one uses means a hundred and one customers.

If you have not

done so already, this is the time to order one of our "CHINA-LAC" assortments, which, with their show cards, window cards, color cards and booklets, will make a most attractive Spring Clean-up Display and enable you to be ready for the evergrowing demand for "CHINA-LAC."

Send in to-day for fuller information.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 69
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co.
Resale discounts Eastern Canada:
22 Short Lesmok, 22 Long Lesmok
and Smokeless, 40—2½% off;
22 Short Smokeless, 50—2½% off;
22 Long Rifle Lesmok and Smokeless,
30—2½% off; 41 Swiss Ball
and Shot Cartridges, 26½% advance;
all other R. F. Ball Cartridges,
17½—5% off; all other R. F. Short Cartridges,
20—15% off; Centre Fire Pistol and Rifle
Ball Cartridges, 15½% advance;
Centre Fire Pistol and Rifle Shot
Cartridges, 4% off; Centre Fire
Military and Sporting Ball Cartridges,
26½% advance; Centre Fire
Military and Sporting Shot Cartridges,
15% advance; Primed Shells and Bullets,
20% advance; Brass Shot Shells First Quality,
30—10% off; Brass Shot Shells,
Second Quality, 45% off; Loaded
Paper Shot Shells, New Club,
15% off list; Nitro Club and Remington,
20—5%; Arrow, 25—10%.
Ball caps, B.B. Caps, \$2.30 per
M. net; C. B. Caps, \$2.95 per M.
net; Blanks, R. F. 22 Short, \$2.30
per M. net; R. F. 32 Short, \$3.75
net; C. F. 32 STW., \$8.25 per M.
net; C. F. 38, STW., \$10.45 net.
Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and
5%; C. B. Caps, 40 and 2½%; 22
short, black, 40 and 2½%; 22 short,
smokeless, 50 and 2½%; 22 long,
black, 40 and 2½%; 22 long, rifle,
black, 30 and 2½%; 22 long, rifle,
smokeless, 30 and 2½%; other R. F.
ball, 35 and 2½%; other R. F. ball
35 and 2½%; R. F. shot, 35 and
2½%; Rifle and rifle ball, 5 and
2½%; Metal and rifle shot, 5 and
2½%; Military and sporting, advance
10%; Primers, 2½%; brass
shot shells, 15%; "Winchester"
R. B. Caps, \$2.95 M. net; C. B.
Caps, \$3.08 M. net; 22 short,
black and Lesmok, 30%; 22 short,
smokeless, 40%; 22 long, black
and Lesmok, 30%; 22 long,
smokeless, 30%; 22 long rifle,
black, 17½ and 5; Other R. F.
black, 17½ and 5; Other R. F.
Ball, 17½ and 5; R. F. Shot 20
and 15; Pistol and Rifle Ball,
adv. 15½; Pistol and Rifle Shot,
4; Military and Sporting, adv.
26½; Primers \$2.47½ net; Brass
Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20
and 5%; "Crown" Black Powder
15 and 7½%; "Sovereign" Bulk
Smokeless Powder, 20 and 7½%;
"Regal" Dense Smokeless Powder,
20 and 7½%; "Imperial"
Shells, both Bulk and Dense
Smokeless Powder, 20 and 5%;
Canuck Smokeless, 20 and 7½%;
Empty shells, 27½%; 90 days net.
Shot, standard, 100 lbs., Toronto,
\$14.50; Montreal, \$14.25; net
extras as follows, subject to cash
discount only: Chilled, \$1.50;
buck and seal, 80c; No. 28 ball,
\$1.20 per 100 lbs.; bags less than
25 lbs.: 1½c per lb.; f.o.b. Montreal,
Toronto, Hamilton, London,
St. John and Halifax freight
equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No.
2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys'" Axes 5 75
Bench Axes, Samson.
No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial
Genuine, Imperial Tough,
Armature Special, White Brass,
Metallic Genuine, Harris Heavy,
Pressure, Hercules Genuine,
White Bronze, Star Frictionless,
Aluminoid, Mogul, No. 0, 1, 2, 3
and 4. Prices 11 to 60c lb.
Thomas Robertson & Co., Ltd.
—No. 1, 32c; No. 2, 23c; No. 3,
19c.
Tallman Brass & Metal Co. —
Arctic Metal—XXX Genuine Superior,
A Special, Hoo Hoo, "A."
"B," "C," "D," No. 1, 2 and 3.
Prices 11c to 60c pound.
Hort Metal Co.—Nickel Genuine,
Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 11c to 60c.
Langwells—Extra, \$1.54; No. 1,
14c; No. 2, 12½c; No. 3, 11½c.

RELTING (Leather).
Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, \$1.10; cut
laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE. Montreal Toronto
Single bbls., gal. ... 0 32½ 0 31½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.
dia. and smaller, 47½%.
Carriage Bolts (\$1), list, 7-16 in.,
32½%.
Machine Bolts, ¾ in. dia. and
smaller, 47½%.
Machine Bolts, 7-16 in. dia. and
larger, 37½%.
Sleigh Shoe Bolts, ¾ in. dia. and
smaller, 37½%.
Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 32½%.
Coach and Lag Screws, 55%.
Sink Bolts, 60%.
Square Head Blank Bolts, 37½%.
Bolt Ends, 37½%.
Plow Bolts, 37½%.
Elevator Bolts, 37½%.
Fancy Head Bolts, 30%.
Shaft Bolts (\$3 list), 30%.
Step Bolts, large head (\$3) list,
30%.
Whiffletree Bolts, 30%.
Nuts, square, 2½c off list.
Nuts, hexagon, 2½c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 65%.
Tire Bolts, 55%.

BORAX

Lump, Crystal Borax, lb., 0 07½
BRASS. Per lb.
Springs, sheets, 8" wide,
up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded \$7 50
30-gal. Standard, riveted 7 75
30-gal. extra heavy 11 00

BOARDS, BAKE.

No. 1—18" x 24" Per doz. 6 60
No. 2—18" x 28" 7 20
No. 3—20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)

	Tin	Plate	Zinc
	Per doz.	Per doz.	Per doz.
Pony	\$1 75		
Crown	3 55		
Dandy	3 75		
Improved Globe	2 40		
Standard Globe	2 50		
Neptune	2 50		
Original Globe	2 75		
Newmarket King	4 25		
Victor (Glass)	4 25		
Jubilee	4 25		
Diam'd King (Glass)	4 50		
Western King	4 00		
(Enamel)	4 00		
Wood, double faced.	1 25		
Subject to small discounts for quantities.			

BRUSHES.

Weighted, 15 lbs., per doz. 15 26
Weighted, 20 lbs., per doz. 17 62
Weighted, 25 lbs., per doz. 21 26

BUTTS.

No. 804 and 840, 57½%; No. 800
and 838, 40 and 10%; No. 802,
55%; No. 808, 50%; No. 810 and
814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamery
cans, 25%.
Cream cans, 35%; with dome top,
15c extra. Retinned, 70 and
10%. Plain, 70 and 20%.
Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload
lots, f.o.b. Toronto. 1 50 1 50
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch,
per 1,000 23 00 28 00
Fire brick, English 17 00 21 60
Fire brick, Mm., low. 23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) ... 0 25
Cement (in 5 and 10 gals.) ... 0 23
Cement (in 2 gals.) ... 0 30
Cement (in 1 gal.) ... 0 35

CHALK.

Carpenter, per gross. 0 65 0 80
Carpenters' lead pencils,
per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr. 0 65
Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 10
Bevel edge, 1 inch, doz. 2 50

Common cold, ½, \$1.25; ¾,
\$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if
B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼,
\$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16,
\$6.55; ½, \$6.35; 9-16, \$6.35; 5/8,
\$6.20; ¾, \$6.10; 1, \$5.95; 1, \$5.80.

Electric Weld Coil Chain—BB.
3-16 in., \$11.45; ¼ in., \$8.15; 5-16
in., \$6.65; ¾ in., \$5.60; 7-16 in.,
\$5.60; ½ in., \$5.60 per 100 lbs.
Electric Weld Loading Chain,
¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2,
\$10; No. 3, \$11; No. 4, \$13; No.
5, \$16; f.o.b. Toronto, Hamilton,
Fergus, London and St. Mary's.
37½%; f.o.b. Ottawa, Kingston
and Montreal, 35%.

COPPER.

Montreal Toronto
Casting ingot, see weekly report
Bars, ½ to 2 in. 47 50 46 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 46 00 45 00
Copper sheet, tinned,
14x60, 14 oz. 55 00 54 00
Copper sheet, plan-
ished, 14x60 base 58 00 57 00
Braziers' in sheets,
6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,
35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½
No. 7, lb. 0 32½
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpy-Dumpty, egg, doz., \$4;
Ideal, egg boxes, with filler, 12
doz. size, per doz., \$4.

CANADA PLATES.

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

	Galvanized	Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 50	
60	6 50	6 50	6 75	
20x28x47	6 75	6 75	7 00	
20x28x54	13 50	13 50	14 00	

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base \$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allways' Best" Standard
Quality.

IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
1 C, 20 x 28, 112 sheets, 216 lbs.,
\$10; 200 lbs., \$10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.
Wood Drills, 20%.
Straight Shank Drills, 50%.

MADE IN CANADA



**3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE**

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name **RAMSAY**.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay, Son & Co., Montreal

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.



Made in Canada



You can set a pail
close to this churn
to drain it.



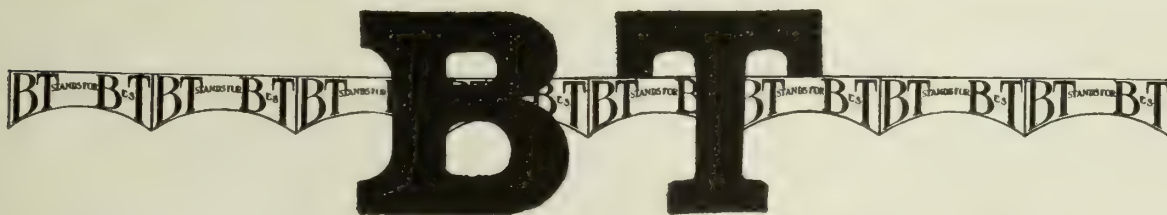
Note the neat, compact frame of the Daisy Churn. The legs are not in your way. You can set a pail close to drain it. The frame is made of 1 x 3-16 flat steel, neatly riveted together. You can put it up in a few minutes and adjust it to rest perfectly level on the floor by means of the cross board. There are no stove bolts to tighten.

Put this churn side by side with any other and customers will choose it because of the neatness of the design and the beauty of the finish.

Beatty Bros., Limited

Edmonton, Alta. Winnipeg, Man. FERGUS, ONT. Montreal, Que. St. John, N.B.

BT Pumps, Dairy Churns, Washing Machines, Ladders, Steel Tanks, Hay Tools, Wringers, Barn Door Track, Pipe, and Barn Equipment



DAISY CHURN



If interested, tear out this page and keep with letters to be answered.

MALLETS	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory ..	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80
MANGLES	
Victor, each	\$15 65
Woodyatt, each	7 25
MOPS	
Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Cruscent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35
NAILS	
Standard steel wire nails,	
Toronto, \$3.65 base; Montreal,	
\$3.70 base; London, \$3.65 base;	
Collingwood and Owen Sound,	
\$3.70 base.	
Cut nails — Montreal, \$3.20;	
Toronto, \$3.20; London, \$3.20.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33-1-3 p.c.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3.70, Montreal base.	
Galvanized roofing nails, \$10.15.	
NAILS (HORSE)	
M. R. M. cold forged process	
Prices per	
Size Length 25-lb. box	
No. 3, 1½-inch	\$4 10
No. 4, 1½-inch	3 80
No. 5, 1½-16	3 25
No. 6, 2½	3 00
No. 7, 2½-16	2 85
No. 8, 2½	2 75
No. 9, 2½-16	2 65
No. 10, 2½	2 55
No. 11, 3-16	2 45
No. 12, 3½	2 48
London, Hamilton, Montreal,	
Toronto,	
Less 10 per cent.	
NETTING, POULTRY	
Discount, 20 p.c. on 1 in. and 2	
in. mesh only. Other prices	
withdrawn.	
POULTRY FENCING	
Per rod	
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	
OAKUM	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00
OIL	
Can. prime white	
petrol	0 14 0 13½
Royalite	0 14 0 13½
Palacine	0 17½ 0 17
Castor Oil, per lb.	0 45 0 45
Black Oil (Summer)	0 14½ 0 12½
Black Oil (Winter)	0 12½ 0 13½
Cylinder Green	0 35 0 35
Paraffine	0 24 0 22
XXX Machine	0 25½ 0 21
OLD MATERIALS	
Tea lead, pack, 6¼c lb.	
Tea lead, chest, 6¼c lb.	
Lead (heavy), pipe, etc., 7¼c.	
Brass, heavy, 16c lb.	
Brass, light, 11¼c lb.	
Zinc, heavy, 15c lb.	
Copper, heavy, 21¼c lb.	
Old cast iron, \$14.75 per ton.	
Wrought iron, No. 1, \$18.75 ton.	
Wrought iron, No. 2, \$10.50 ton.	
Stove plate, \$10.50 per ton.	
Mach. compes., No. 1, 16¼c lb.	
Compos. turnings, No. 1, 14¼c lb.	
Rubbers, such as old rubber	
boots and shoes, according to	
trm, 7c to 8c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4½c;	
bicycle tires, 2½c.	
PACKING	Per lb.
Fine Jute	0 11½
Coarse Jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23
PAPER, ETC.	
O.K. Paper, per roll	0 95
Resin sized Fibre, per roll.	0 14
Per 400 ft. roll	
Tarred Fibre, No. 1	0 66
Tarred Fibre, No. 2	0 46
Tarred Fibre, Good Luck	
Brand	0 66
Dry Fibre, Good Luck	
Brand	0 54
O.K. Brand corded sheathing 0 95	
Sheathing, Shield Brand, dry 0 38	

Sheathing, Shield Brand,	
tarred	0 46
Sheathing (Surprise)	0 40
Dry fibre, No. 1	0 54
Plain fibre, No. 2	0 88
Sulphate, Black Cat, tarred.	0 80
Sulphate, Black Cat, dry.	0 60
Per 100 lbs.	
Heavy dry straw	1 95
Heavy tarred straw	1 95
Spruce sheathing	3 00
Carpet felt, 16 oz.	3 25
Carpet felt, 20 oz.	3 25
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll ...	1 00
PICKS (CLAY)	Rock Clay
5 to 6 lbs., doz.	5 50 5 00
6 to 7 lbs., doz.	5 75 5 25
7 to 8 lbs., doz.	6 00 5 50
8 lbs., doz.	6 50 6 00
9 lbs., doz.	7 00 6 50
PINS, COTTER	
Cotter pins, 85 and 10% dis	
count.	
PINS, CLOTHES	Per case
Selected full count	\$0 85
5 gross, 4-in. (loose)	0 90
5 gross, 4½-in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00
PIPE, STANDARD WROUGHT	
In effect April 3, 1916.	
Buttweld Per 100 feet	
Size Black Galv.	
¾ in.	\$ 3 00 \$ 4 50
¾ and ¾ in.	3 00 5 31
½ in.	3 83 5 91
¾ in.	4 80 7 42
1 in.	6 80 10 97
1½ in.	9 20 14 84
1½ in.	11 00 17 74
2 in.	14 80 23 87
2½ in.	23 40 37 73
3 in.	30 60 49 34
3½ in.	36 80 59 34
4 in.	43 60 70 31
Lapweld	
2 in.	16 28 25 35
2½ in.	23 99 38 32
3 in.	31 37 50 11
3½ in.	37 72 60 26
4 in.	44 69 71 40
4½ in.	54 61 87 00
5 in.	63 64 101 40
6 in.	82 56 131 50
7 in.	114 20 174 90
8 in.x25 lbs. per ft.	120 00 183 80
8 in.x25 lbs. per ft.	138 26 211 70
9 in.	165 60 253 60
10 in.x32 lbs. per ft.	152 60 235 20
10 in.x40 lbs. per ft.	197 50 302 80
Above prices f.o.b. Toronto.	
Buttweld Per 100 feet	
Size Black Galv.	
¾ in.	\$ 3 00 \$ 4 50
¾ in. and ¾ in.	2 94 5 25
½ in.	3 74 5 82
¾ in.	4 49 7 30
1 in.	6 63 10 80
1½ in.	8 97 14 61
1½ in.	10 73 17 46
2 in.	14 43 23 50
2½ in.	22 82 37 15
3 in.	29 84 48 58
3½ in.	35 88 58 42
4 in.	42 51 69 22
Lapweld	
2 in.	15 91 24 95
2½ in.	23 40 37 73
3 in.	30 60 49 34
3½ in.	36 80 59 34
4 in.	43 60 70 31
4½ in.	53 34 85 73
5 in.	62 16 99 90
6 in.	80 64 129 00
7 in.	111 90 172 60
8 in.x25 lbs. per ft.	117 50 181 30
8 in.x28 lbs. per ft.	135 40 208 80
9 in.	162 20 250 10
10 in.x32 lbs. per ft.	150 40 232 60
10 in.x40 lbs. per ft.	193 60 298 76
Montreal and Eastern List.	
PIPE (LEAD)	
Lead pipe, \$14.	
Lead waste pipe, \$15.	
Traps and heads, 5% off.	
PIPE (SOIL)	
Medium and extra heavy pipe	
up to 6-inch, 65%.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR)	
2 inch, in 10-ft. lengths.	4 40
3 inch, in 10-ft. lengths.	5 34
4 inch, in 10-ft. lengths.	7 04
5 inch, in 10-ft. lengths.	9 63
6 inch, in 10-ft. lengths.	11 72
PITCH	
Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25
PLASTER	
Paris, per bbl.	2 50
PLANES	
Wood bench, Can., 15 per cent.	
Wood, fancy, 15 per cent.	
Button's, genuine, 37½ to 40	
per cent.	
PLATES (BOILER)	Montreal Toronto
Plates, ¼ to ½ inch.	
per 100 lbs.	3 50 3 75
Heads, per 100 lbs.	3 75 4 00
Tank plates, 3-16 in. 3 85 4 10	
PLUGS (METAL)	
Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000.	23 00
POLISH	
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00
PUMPS	
B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50
RIVETS AND BURRS	
Iron rivets, blacked and tinned,	
42½%.	
Iron burrs, 42½%.	
Copper rivets, usual proportion	
of burrs, add 30 p.c.; burrs, add	
50 p.c.	
Extras on Coppered Rivets, ½-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras,	
2½c per lb.	
ROOFING	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll 1 55	
3 ply R.R., complete in roll 1 70	
Carpet felt	3 75
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Comet, 1-ply	0 86
Pluvius, 1-ply	1 05
Pluvius, 2-ply	1 40
Colborne Crown, 1 ply.	1 20
Colborne Crown, 2 ply.	1 45
Colborne Crown, 3 ply.	1 75
Compo Certainteed, 1 ply.	1 40
Compo certainteed, 2 ply.	1 75
Compo certainteed, 3 ply.	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 00
Excello, 3-ply	2 50
Jewel, 1-ply	1 10
Jewel, 2-ply	1 40
Jewel, 3-ply	1 75
Liquid roofing cement, per	
gal., in barrels.	0 22
Roofing caps, per lb.	0 04½
Roofing nails, per lb.	0 06½
Roofing Pitch, 85c per 100 lbs.	
F.o.b. Toronto, London, Mont-	
real.	
ROPE	lb.
Pure Manila basis	21
British Manila basis	17
African hemp basis	17
Sisal basis	13
Single lath yarn basis	13
Double lath yarn	13½
Yacht marine	35-40
White polished halyards.	22
Hemp, deep sea line basis.	20
Hemp, tarred ratline basis.	26
Hemp, tarred belt rope basis.	28
Marline and Houseline	28
Jute rope basis	15
Italian rope basis	30
Above quotations are basis	
prices (5½" and larger), and are	
subject to usual advances for	
small sizes.	
Cotton rope, 3-16 in.	0 27
¼ in. and larger	0 26
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES.	
Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	25 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales.	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale.	40 p.c.
Dominion Plates Scales.	40 p.c.
Net prices on Champion scales	
are as follows:	
Champion, 4-lb., \$3, plus 20c	
for stamping. Champion 10-lb.,	
\$4.50 plus 40c for stamping.	
Champion 240-lb., \$6.60 plus 50c	
for stamping. Champion 600-lb.,	
\$16.80 plus \$1 for stamping.	
Champion 1200-lb., \$19.80, plus \$1	
for stamping. Champion 2000-lb.,	
\$26.40, plus \$1 for stamping.	
Champion 2000-lb. with drop	
lever, \$31.20, plus \$1 for stamp-	
ing.	
SCRAPERS	Doz
Medium	\$2 15
Heavy	3 60
SCREWS (MACHINE)	
Flat head, iron, 27½%; flat and	
round head, brass, net; Fillis-	
ter head, iron, 10%; Fillister	
head, brass, net.	
SCREWS	
Discounts off Standard List	
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37½
Drive screws	65 10 10
Set case hardened ..	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
SHEETS (BLACK)	Montreal Toronto
100 lbs. 100 lbs.	
10 gauge	4 35 4 50
12 gauge	4 45 4 60
14 gauge	4 20 4 35
16 gauge	4 25 4 45
18-20 gauge	3 55 3 70
22-24 gauge	3 65 3 85
26 gauge	3 70 3 90
28 gauge	3 80 4 00
Re Gauges of Sheets.	
In the quotations which follow	
on sheets, it is advisable to note	
that Queen's Head, Fleur de Lis,	
and Gorbals's Best Best, also Col-	
borne Crown are English gauges,	
while Apollo and Premier are	
U.S. gauges. American 10½ oz.	
is the same as English 28 ga.;	
American 28 gauge is the same as	
English 26 ga. The heavier	
gauges are almost identical, the	
English sheets running slightly	
lighter than the U.S. standard.	
SHEETS, CORRUGATED	
Per 100 sq. feet.	
Galvanized Painted	
28 ga.	\$ 5.50 \$ 7.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00
Above prices are subject to 10	
per cent. discount to dealers.	
Galvanized	
B.W. Queen's Fleur- Gorbals	
gauge Head de-Lis best	
16	6 50
16-20	6 90
18-20	6 90
22	7 00
22-24	7 00
24	7 25
26	7 25
26	7 50
28	7 25
"Premier" galvanized sheets —	
10½ oz., \$6.95; U.S. No. 28, \$6.75;	
U.S. No. 26, \$6.45; 22 and 2.	
gauge, \$6.30; 18 and 20-gauge,	
\$6.10; 16-gauge, \$5.95; 14-gauge,	
\$5.75. F.o.b. Hamilton and To-	
ronto.	
Colborne Crown — 16-20 gauge	
\$6.65; 22-24 gauge, \$6.80; 26	
gauge, \$6.95; 28 gauge, \$7.25.	
Apollo Brand, Montreal Toronto	
14 gauge	5 80 5 55
16 gauge	5 80 5 55
18-20 gauge	5 90 5 90
22-24 gauge	6 00 6 10
26 gauge	6 25 6 25
28 gauge	6 65 6 50
10½ ozs.	6 75 6 75
Add 25c for less than case lots	



Are you handling the oldest and best-known Paris Green in Canada? Berger's Deep Shade, Pure Paris Green has long been known for its high standard, uniformity and quality. It is the Paris Green which is known to every farmer in Canada, and with it the best results are obtained. Are you in a position to satisfy your customers when they ask for

BERGER'S PURE PARIS GREEN

The amount of Paris Green on the market this year will be limited. Delay in ordering and covering for your requirements will be serious. Now is the time to consider your stock and possible requirements. Place your order now for a liberal quantity of BERGER'S DEEP SHADE, PURE PARIS GREEN, and be sure that you are handling the best Paris Green and the one that has the greatest demand.



THE SHERWIN-WILLIAMS Co.
of Canada, Limited



PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S.
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

Shovels 1st 2nd 4th
Shovels 50 45 25%
Sucker sc'ps. 40 and 5 35 and 3
Rivet scoops. 35 and 7½%
Drain tools, 50%
Hollow backs and sand, 1st, 50%,
and 4th, 35%.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES Per square
Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24,
\$3.40; 18x30, \$3.70.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 53 cents.

SOLDER, BAR.

Guaranteed 0 31½
Strictly 0 29
Commercial 0 28

SOLDER, WIPING.

Star extra 0 28½
Easy 0 27½
Aeme 0 26

SPELTER. See weekly report.

SPOUTS

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES Per cwt.

Montreal Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes 5 05

Fence staples, bright, in kegs 3 95

Fence staples, bright, in 25 lb. boxes 4 20

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from gal-

vanized net. Extras, 50 lb. kegs,

30c; 25 lb. kegs, 40c; 10 lb. kegs,

80c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00

Univ. N.P., cyco bearing.. 27 00

Grand Rapid, japd., ball-

bearing 26 00

Grand Rapid, N.P., ball-

bearing 29 00

Princess, N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bear. 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each ... \$2 75

Ontario, 2-passenger, each.. 3 75

Ontario, 4-passenger, each.. 4 50

Stratford, 4-passenger, each 6 70

Boys' Gliding Settees with

awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;
cheese box tacks, blued, bulk;
trunk tacks, blank and tinned,
bulk; carpet tacks, blued; carpet
tacks, tinned; carpet tacks (in
kegs); cut tacks, blued, in doz.
only; cut tacks, ¼ cut tacks,
blued and tinned, in weights;
Swedes; Swedes upholsterers'
bulk; Swedes brush, blued and
tinned, bulk; Swedes gimps,
blued, tinned and japanned; zinc
tacks, prices quoted on applica-
tion; leather carpet tacks; cop-
per tacks.

Discount, 75 and 10%.

NAILS

Copper nails; trunk nails,
black; trunk nails, tinned; clout
nails, blued; clout nails, tinned;
chair nails; cigar box nails; pat-

ent brads; fine finishing; picture
frame points; lining tacks, solid
head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lin-
ing tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tuffing buttons, 22 line, in doz.
only; tin capped trunk nails;
zinc glaziers' points, prices quot-
ed on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; chan-
nel nails; Hungarian nails; min-
ers' tacks; hob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 75
Linen, No. 404, 66 ft., each. 1 35
Metallic, No. 603, 50 ft., ea. 1 60
Challenge steel, No. 263, 50
ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv. wall ties, per 1,000.. \$5 00

Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and
5%.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 40%.

Plain, 70%.

Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and
5%.

TROUGH (EAVE)

O. G. Square head and half round

Size in girth Per 100 feet

8 in. \$3.80

10 in. 4.24

12 in. 5.01

15 in. 6.88

18 in. 8.80

12 cents extra for round head.

TRACK

B.T. Double Angle 11c ft.

B.T. Double T. 10c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ½c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

Montreal Toronto

5-ply and up 0 27

4-ply 0 26

3-ply 0 25

TUBES

Boiler Tubes, Lapwelded.

100 ft., 1½ in. 14 00

100 ft., 2 in. 13 36

100 ft., 2½ in. 14 65

100 ft., 2½ in. 17 05

100 ft., 3 in. 17 65

100 ft., 3½ in. 21 80

100 ft., 4 in. 27 85

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 6 66

No. 1, doz. 8 83

No. 2, doz. 9 72

No. 3, doz. 11 00

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3.. 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work bibs, 58%; No. 0

basin cocks, 58%; and 1 and 2

basin cocks, 53%; bath cocks,

64%.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60%.

J. M. T. Globe, Angle and Check

Valves, 35%; Standard, 45%.

J. M. T. Radiator Valves, 50%;

Standard, 57½%; patent quick

opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.

Copper tea and coffee pots,

15%.

Copper boiler and tea kettle pits,

no.

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White ware, 70%.

Canada Diamond, Premier(40

and 10%.

Pearl, Imperial and Colonial

steel, 60%.

Star decorated steel, 20, 10,

5 p.c.

Hollow ware, tinned steel, 30

and 10% off.

Enamelled street signs, on ap-

plication.

WARE, GALVANIZED.

Dufferin pattern pails, 10%.

English pattern, 10%.

Galvanized washtubs, 10%.

Galvanized coal hods, list.

Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.

10-qt. flaring sap buckets,

25%.

6, 10 and 14-qt. flaring pails,

25%.

Copper bottom tea kettles and

boilers, list.

Coal hods, 25%.

WARE, STAMPED Plain, 70%.

Retinned, 66 2-3%.

Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 30%; smaller lots,

25%, assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

Weights Horse, ¾c lb.

WHEELBARROWS.

Navy, steel wheel, doz. ... 26 25

Garden, steel wheel, doz. ... 39 60

Light garden, per doz. ... 30 00

Heavy garden, L-side. ... 36 30

Heavy farm, solid side. ... 39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

doz. 9 75

Tubular steel neckyokes,

36 inches, per doz. 12 00

Tubular steel doubletrees,

40 inches, per doz. 12 50

Tubular steel lumberman's,

44 inches, per doz. 13 00

WARE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, net;

25 to 36 gauge, 5 p.c.

WARE, CUT HAY BALING

No. 9, \$3.95; No. 10, \$4; No. 11,

\$4.10; No. 12 and 13, \$4.20; No.

13½, \$4.30; No. 14, \$4.50; No. 15,

\$4.75.

F.o.b. Toronto, Hamilton and

Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70

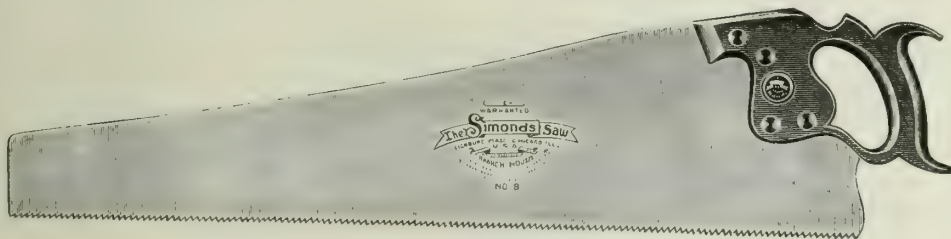
6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5; No. 19, \$5.25.

REDS**GREENS****BLUES****YELLOWS****PARIS GREEN**

These
DRY COLORS
 are made and sold
 IN CANADA
 BY
 The Allan Munro Color
 Co., Limited
 MONTREAL

**\$2.25**

SIMONDS SAWS

The price of this saw brings profit to the Dealer. The
 quality of the saw brings satisfaction to the Carpenter.
 Arrange now to have a spring stock of Simonds Saws.
 Write for Dealers' prices.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Ave., MONTREAL

St. John N. B.; Vancouver, B. C.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. tins 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustr 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French medal 0 16
English common sheet 0 14
English prima 0 17
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 13
Coke, bone, 112 lb. bags 0 12
Hide, 112 lb. bags 0 20
Gelatin, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84	22 75			
85 to 90	24 35			
91 to 94	25 00			

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price

United	Star	Double
Inches		Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	22 35	
86 to 90	24 35	
91 to 95	25 00	
96 to 101	29 00	
101 to 105	32 00	
106 to 110	37 00	

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:

City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.

City discount, 30 and 5% off off list, delivered.

Country discount, 30 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	\$13 80	\$13 95
O.P.W. Decorators'		
Pure	13 80	13 35
Crown and Anchor	13 80	13 95
Elephant Genuine	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White		
Lead	12 80	13 95
O.P.W. Decorators'		
Pure	13 80	13 95
O.P.W. English	14 05	14 20
Painters' Perfect	13 35	13 50
Ramsay's Pure		
Lead	13 80	13 95
Tiger Pure	13 80	13 95
Less than ton lots, 30c per cwt. higher		

Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	\$35 00	\$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	
25-lb. irons	25 50	13 00
50-lb. irons		12 50
100-lb. irons	21 00	11 75
200-lb. irons		11 60
Barrels		11 00
F.o.b. Toronto, Montreal and Hamilton.		

MURESCO

Tints in 5 lb. packages, per 100 lbs., \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Per gallon	(in quarts)
Brandram Henderson's "English," white	2 65	
"English," ordinary colors	2 50	
Berryman Moore's "Egyptian" Brand	1 80	
Canada Paint Co.'s Pure	2 65	
Elephant	2 35	
Prescotone, white	2 50	
Prescotone, colors	2 40	
High Standard, White	2 65	

High Standard, Colors 2 50
Jamieson's Crown and Anchor 2 00
Jamieson's Island City 2 05
Martin-Senour 100% Pure 2 50
Minerva, white 2 65
Minerva, ordinary colors 2 50
Mellotone, white 2 50
Mellotone, colors 2 40
Lowe Bros. Hard Drying Floor, gal. 2 15
Moore House Colors 2 10
O.P.W. Canada Brand, Pure 2 20
O.P.W. Canada Brand, Floor 2 10
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 30
Ramsay's Thistle 1 70
Stephens' House Paint, (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 20
Senour's Porch Paint 2 50
Sherwin-Williams 2 50
Flat tone 2 40

PARIS GREEN Mun. C.P. Ber- ro's Co. gers
600-lb. bbls. 38¾ 38¾ 39½
250-lb. kegs. 39 39 39¾
100-lb. drums 40 40 40¾
50-lb. drums 40 40 40¾
25-lb. drums 40¼ 40¼ 41
1-lb. 100s 42¼ 42¼ 43
½-lb. 100s 44¼ 44¼ 45
1-lb. 100s 43¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY

	Standard	Montreal Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 15	3 25
Pure Putty, 70c cwt. advance		

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwelt	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B. \$3 00 Gal.

STAINS

	Gal.
Oil and Spirit, Berry Bros.	\$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 98
Sun Varnish Stains	2 20

VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Duigloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65

"Dreadnought" varnish

(gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excella	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac," coach	1 30
Flatline Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil	1 60
Jas-per-ite floor finish	2 25
Kyanize floor finish	3 50
Kyanize cabinet rubbing	2 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish	1 25
Pure White Shellac	2 20
Pure Orange Shellac	2 05
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04½

WASTE (POLISHING)

Cream 0 16½

WASTE, WHITE WIPING

XXX Extra	0 15½
X Grand	0 14½
XLGR	0 13½
X Emplre	0 12½
X Press	0 11½

WASTE, COLORED WIPING

Fancy	0 10½
Lion	0 09½
Standard	0 08¾
Popular	0 07¾
Keen	0 06¾

WASTE, WOOL PACKING

Arrow	
Axle	Prices on application
Anvil	
Anchor	

WIPERS, WASHED COTTON

Select White	
Dark Colored	Prices on application
Mixed Colored	
This line subject to trade discount for quantity.	

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41

WHITING

Paris white	1 50
Plain in bbls.	1 25
Gilders, bolted, in bbls.	1 40
Per 100 lbs.	

WOOL ALCOHOL

	Per gal.
In gallons	1 25
Barrels	0 87
\$4 extra for barrels.	

Dougall Transparent Wood Finish

Is a Quality Varnish Which It Will Pay You to Feature

It flows out evenly with uniform thickness, leaving no ridges or lumps and no bare streaks.

Although it costs a little more by the gallon, it is less expensive in the long run, because it covers from 20 to 60% more surface per gallon than cheaper varnishes.

T.W.F. is the Painters' Favorite, and will give entire satisfaction.

Made only by

The Dougall Varnish Company, Limited, Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11.00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 2¾ lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARB. CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-23 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.10 per lb.;
cut, \$1.25 per lb.; rawhide, sides,
\$1.05; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
42½ p.c.; 7-16 and larger, 27½
p.c.; machine, ¾ and under,
42½ p.c.; 7-16 and over, 32½ p.c.;
machine set screws, 55 p.c.;
plough bolts, 32½ p.c.; nuts,
small lots, net list; case lots, 2½¢
per lb. off; stove bolts, 70 p.c.;
bolts, 65%; tire bolts, 45%;
sleigh shoe bolts to ¾, 37½%;
7-16 and up, 32½%.
Above prices under revision.
See weekly report.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 66 to 90¢ per roll, ac-
cording to quality; plain, 44 to
76¢; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN

Coll., 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.40; No. 1,
\$5.40; No. 2, \$6; No. 3, \$6.60; No.
4, \$7.80 each.

CLEAVES, MALL.

7½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPIER

Sheet and planished copper,
46¢ per lb. Tinned, 30¢; Braziers'
soft copper, 10-24ft., 26¢; 27½¢.
Soldering irons, 55¢ base.

DRILLS

Bit stock, 55 p.c.; Blacksmith,
½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.60; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIXTURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14½¢ lb.; 125-lb.

kegs, 15½¢ lb.; 10-lb. jugs, \$1.85
each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.
FILES, Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 29½¢
per gal; \$3.20 per case.

GALVANIZED WARE.

Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
95¢; 5, \$1.30; 6, \$1.80; 8, \$2.90;
10, \$4.30; 12, \$6.55.

Corrugated Tee Hinges — 4,
\$1.15; 5, \$1.70; 6, \$2.15; 8, \$3.75;
10, \$5.25; 12, \$7.60.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

Apollo and

IRON GALVANIZED "Fleur

Premier de Lis"

10% oz. or 28 Eng... 7 70 7 25

28 Am. or 26 Eng... 7 50 7 00

26 Am. or 26 spec... 7 20 6 70

22 and 24 ... 7 05 6 20

18 and 20 ... 6 85 6 20

16 Am. ... 6 70 6 00

14 Am. ... 6 50 5 85

IRONS, SAD

Common Sad Irons, 8 lbs.,
6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron

handles, 85¢ a dozen. Mrs. Pott's

improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60¢; B, per case 6 doz., \$4.10; per
doz., 75¢.

LANTERNS

No. 2, plain 7 50

No. 20, X-ray 11 25

No. 22, Dash-board 10 00

Trulite short, globe, doz... 7 50

LEAD PIPE, 10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1.05; boiled, per
gal., \$1.08.

These prices are for barrels.
Less amounts 5¢ per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.60

base; Winnipeg, \$4 base. Cut,

f.o.b., Winnipeg, \$4.

NAILS, HORSE

Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,

\$2.90; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1¢ advance

over list; case lots, net list.

Hexagon, small lots, ¼¢ advance

over list; case lots, ¾¢ off list.

OIL CANS.

Gal-

1½ gal., dome top... \$2 14 \$...

1 gal., dome top... 2 81 4 25

2 gal., dome top 4 05 6 00

3 gal., dome top 5 20 8 65

5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 18½¢ gal.;
Royalite oil, 16¢ gal.; Palacine
oil, 18½¢ gal.; Capital Cylinder,
56¢ gal.; Standard gas engine
oil, 41¢; Polarine oil, 60¢ gal.;
Prairie Harvester oil, 30½¢ gal.

DRY COLORS

Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3¢; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12¢; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4¢
per lb. Red lead, kegs, \$15; 13¢
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¾ inch, \$6.25; ¾, \$6.30; ½,

\$7.05; ¾, \$8.85; 1, \$13.10; 1¼,

\$17; 1½, \$20.30; 2, \$27.35; 2½,

\$45.10; 3, \$58.95.

IRON PIPE

Black, ¼, \$3.55; ¾, \$3.65; ½,

\$4.65; ¾, \$5.65; 1, \$8.35; 1¼,

\$10.80; 1½, \$12.95; 2, \$17.35; 2½,

\$28.65; 3, \$37.50; 3½, \$45.10; 4,

\$53.45; 4½, \$64.20; 5, \$74.95; 6,

\$97.20.

Above prices on pipe under

revision; advance will be about

5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44¢

lb.; less, 44¢ lb. In ½-lb. pkgs.,

full cases, 46¢ lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8

inch, \$4.75; full polish, 6-7 inch,

\$5.50; 8 inch, \$5.75; Black sheets,

\$4.65; 8 inch, \$4.90; Black sheets

—28 gauge, \$3.60; 26, \$3.45; 24,

\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,

\$3.10; 10-12, \$3.15.

PLOW SHARES10¢ per lb.

POINTS

Landslide plow, 1½ x 14 in.,

\$1.75 per dozen.

PUTTY

100-lb. irons 3 25

25-lb. irons, per cwt..... 3 50

1½-lb. tins 0 07

RIVETS AND BURRS

Iron rivets, 35 per cent.; cop-

per, No. 7, 66¢ lb.; No. 8, 66¢;

No. 9, 67¢; No. 10, 71¢; No. 12,

75¢.

Five-lb. assorted boxes, No. 8

gauge, 74¢ lb.; No. 10 gauge, 79¢

lb.

Copper Burrs, No. 7, 65¢; No.

8, 66¢; No. 9, 68¢; No. 10, 71¢;

No. 12, 76¢.

ROPE

Sisal, 14¢ base; pure Manila,

21½¢ base; British Manila, 17½¢

base; lath yarn, 13½¢ base;

African hemp, 17½¢ base; cotton

rope, 27¢.

Tarred Marline Hanks, per

lb., 31¢.

SASH BALANCES (Caldwell).

33 1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch

Spring, \$4.25; Lance Tooth or

Lightning blades, \$5; New Cen-

tury, \$6.50.

SCALES

Same form as Toronto quota-

tions, making discounts in all

cases 5 per cent. less. All quota-

tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;

flat head, 75%; round head, brass,

35%; flat head, brass, 37½%;

coach, 60%.

SHEET ZINC.

Any lots, 30¢.

Black Steel Sheets.

10-12 gauge 4 30

14-16 gauge 4 25

17-24 gauge 4 50

26 gauge 4 60

28 gauge 4 75

SHOVELS AND SPADES

Shovels (polished) Fox and

Olds, \$8.30; Bulldog and Jones,

\$10; Black, 50¢ per dozen less;

Spades same as shovels. Scoops,

Black Cat, Crescent, No. 6, \$9.75;

No. 8, \$10.35; No. 10, \$11; Jones

socket scoops, Moose Scoops, No.

6, \$10.70; No. 8, \$11.30; No. 10,

\$11.85.

SOLDER



Stephens

WA-KO-VER STAINS

Serve your customers in a way that will bring them to you for their future requirements.

The best ingredients are used in their manufacture and every step is guided by years of experience.

We know that Wa-Ko-Ver Stains stand "head and shoulders" above others—and a trial will convince you.

Are we represented in your town? If not, write at once for our exclusive agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite-Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
 135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS
 have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS
 Catalog illustrating full line of Seymour Shears gladly sent on request.
 Selling Agents, **WIEBUSCH & HILGER**, Limited, New York
A. MacFARLANE & CO., Montreal Canadian Agents.

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.



The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.
 Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.


Number Plates
 Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
 HAMILTON, ONT.

FOOD CHOPPERS
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F.W. LAMPLUGH & CO.
 Unity Bldg., Montreal





ASSIGNEES AGENTS LIMITED
 154 Simcoe Street, Toronto
ASSIGNMENTS COLLECTIONS
 Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Lightning Rods
 for
CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNs
ETC.
ALL PURE COPPER.
 Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.
 We have a good agency proposition.
JOS. LEPROHON
 408 Park La Fontaine. MONTREAL



"NORCROSS" Cultivator-Hoes and Weeders
 A class of garden tool that's rapidly replacing ordinary hoes and weeders. Users recommend them to their neighbors because more work and better work can be done in less time.
 They are limited (as all good things are) but far from being equalled in quality and service.
BOOSTING THEM MEANS BOOSTING YOUR SALES AND PROFIT.
 A postal will get you our 16-page interesting cultivation booklet, with address of nearest Canadian jobber.
C. S. NORCROSS & SONS
 Manufacturers
 Bushnell Ill., U.S.A.


This space would cost you only \$2.10 per issue for one year.



SIMMS
SET IN RUBBER

BRUSHES

**GUARANTEED
FOR USE IN ANYTHING**

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our
jobbers on request.

T. S. SIMMS & CO.
LIMITED
ST. JOHN (FAIRVILLE), N.B.

Butler's

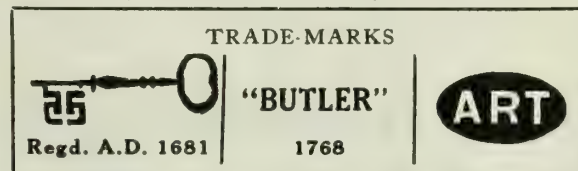
FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

"Sheffield made, Both haft and blade."



Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.)
Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

GOLD MEDALS—GRAND PRIX

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

McFarlane Extension Ladders

**Last for Years and are
Guaranteed**



We are now using selected Canadian fir in the sides, this class of lumber being absolutely clear of cross grains and much lighter than the old style Georgia pine ladder.

If you are not already using McFarlane Ladders let us send a trial shipment. If they are not satisfactory return them at our expense.

McFarlane Ladder Works
Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

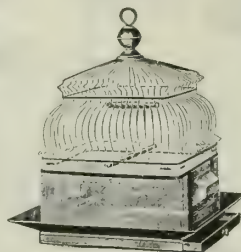
"HENDRYX"

A Word for Quality



No. 440

In the building of bird cages "HENDRYX" leads —other manufacturers follow. The best spring brass wire is used.



No. 445

Giving unequalled strength, firmness, and lightness. Self-closing and fastening doors on all our brass cages.



No. 6040 G

The Andrew B. Hendryx Co.

New Haven, Conn., U.S.A.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

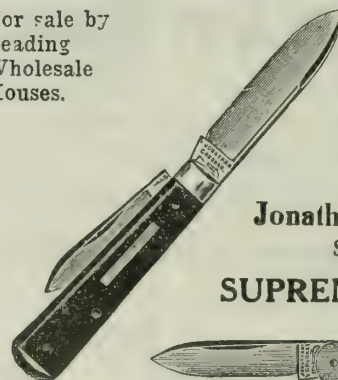
Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

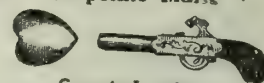
Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

For sale by
Leading
Wholesale
Houses.



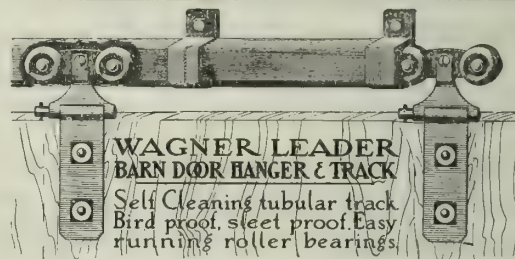
Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, Eng and

SUPREME CUTLERY



**WAGNER LEADER
BARN DOOR HANGER & TRACK**

Self Cleaning tubular track.
Bird proof, steel proof. Easy
running roller bearings.

Evertight Barn Door Track. Write for Wagner Catalogue.
Builders of Light Weight, High Power Gasoline Engines
for all Farm Work. And the Original Successful Binder
Engine.

Cushman Motor Works of Canada, Limited
281 Princess St., Winnipeg, Canada

"IDEAL" FARM FENCE AND GATES

are sold to the farmer through the dealer only. If you have not ordered your Spring's fencing requirements, write for the

"IDEAL" SPECIAL SPRING FENCING PROPOSITION

"THROUGH-THE-DEALER"

"SHIP-DIRECT-TO-THE-FARMER"

No investment — No handling — No collections, but still you get the fence business.

A postal will bring our proposition, which is bound to be of interest to you.

The McGregor Banwell Fence Company, Limited
WALKERVILLE, ONTARIO

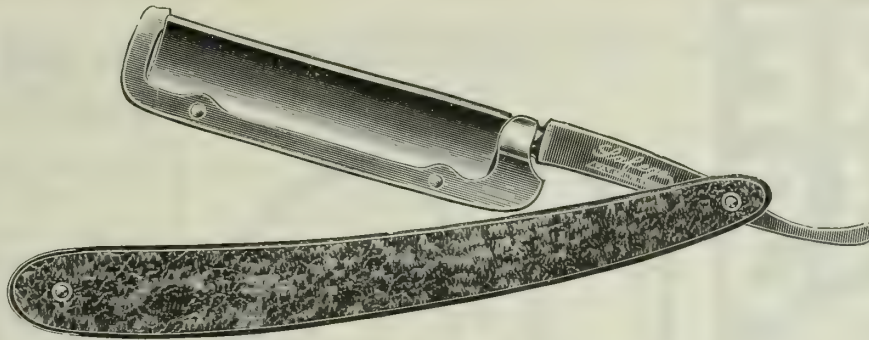
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A Man's RAZOR

Canadian Agents :

**Saunders &
Wainwright**

204 St. Nicholas
Bldg.
MONTREAL, Que.



Just the thing for the Traveller, No Blade Expense, Guaranteed for Life
Ask for Samples.

A Safe RAZOR

**Geneva
Cutlery Co.**
GENEVA, N.Y.
U. S. A.

THE UTMOST IN QUALITY AT Lowest Possible Price



You appreciate the only way to hold trade is to sell satisfaction with every article.

That the market has been flooded with cheap cutlery is evident. Foster Bros.' Brand Cutlery have achieved a reputation for durability and quality.

For years and years this cutlery has made contented users everywhere and more business for dealers. They are a make much sought after by "those who know" because of their superior cutting and lasting qualities.

JOHN CHATILLON & SONS

85 Cliff Street New York City
Scale Makers Since 1835

Wire Cloth

of every description

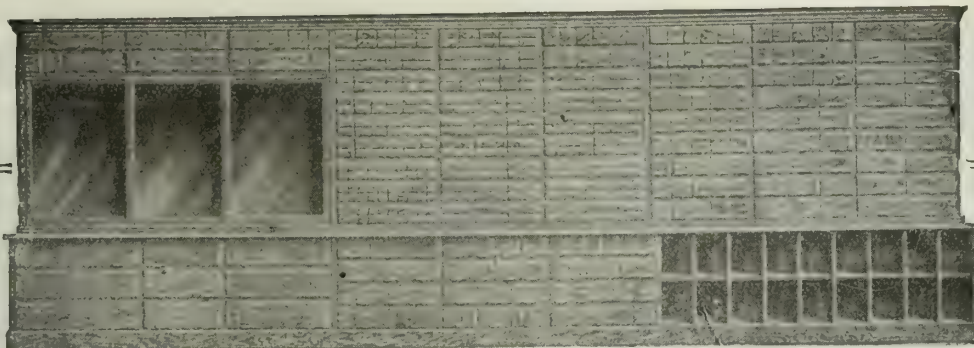


Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron
Goods Company**

Hamilton, Ont.
Eastern Representative,
H. F. O. Bull, 114 Mance
St., Montreal, Que.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL,

TORONTO

WIRE NAILS

IN STEEL
HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING
STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A.
WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont.

H. E. O. Bell, Montreal, Que.

Harry F. Meulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.



"Star Brand" SOLES AND LIFTS

wear to a satisfaction that brings users back to you for their next requirements.

The quality of our leather is due to many years' experience in tanning and always aiming to produce a better line.

We guarantee Star Brand Soles and Lifts to outwear all others.

If your jobber cannot supply you, write us — we ship quickly.

BEARDMORE & CO.
Tanners
TORONTO and MONTREAL
CANADA

Great Strength and Convenience

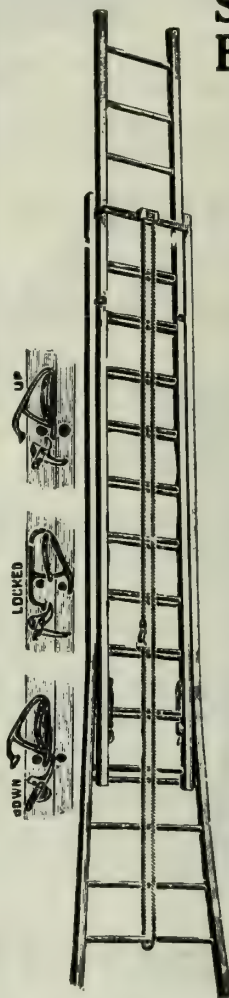
are points that interest practically every ladder buyer.

For this reason you will find an unusual seller in the

Stratford Extension Ladders

They're made from strictly first-class **YELLOW PINE** and **ROCK ELM** rounds, and bored at an angle to conform to the spread of the Ladder, removing all strain and danger of springing.

Our method of attaching the ropes to all extension ladders means **GREAT CONVENIENCE** to the operator. A continuous rope is used which rests on the top of both sections, passing through an elevating pulley at the upper part of the lower section, then fastened to the lower round of the upper section by means of a spring snap. The sections can be instantly separated by releasing this snap and either section used as a single ladder.



The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA



Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed. Exclusive patented features — fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, Limited
220 KING STREET, WEST, TORONTO, ONT.



If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

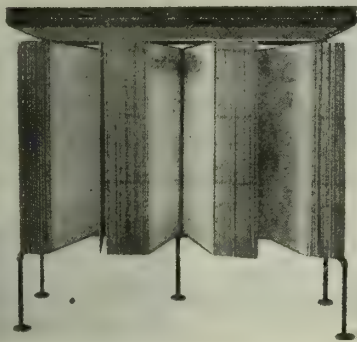
SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL

GOODS WELL DISPLAYED ARE HALF SOLD



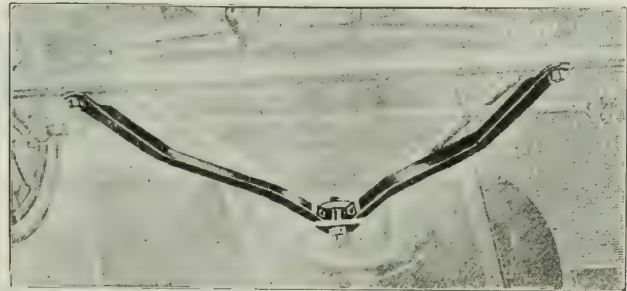
Wall Paper Display Stand

Show Your Hardware
on

Bel-Air Display Stands

Saves time, saves room and
gives better satisfaction to
customers.
Sells Wall Paper without
assistance.
Will display all kinds of
Hardware. Equally good
for retail or wholesale.

Belair Tank and
Tower Co., Limited
1835b Ontario St. E.
Montreal



Every Automobile Owner Wants
Protection Against Accidents

Every Ford Owner is a good prospect for a LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a
Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

Line, Hansen & Kimball Co.
50 High Street - Moose Jaw, Sask.

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Canada



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly-packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

WRITE US TO-DAY ABOUT BROOMS

It is not only in the price of our brooms that you will be interested, the quality of our line will also appeal strongly to you. Drop us a line now.

AMERICAN BROOM WORKS

St. Bazile de Portneuf, P.Q.

If interested, tear out this page and keep with letters to be answered.

The PURITAN REFRIGERATOR Sells Easily

because it combines quality construction and moderate price.

DESCRIPTION

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman Gold Trimming.

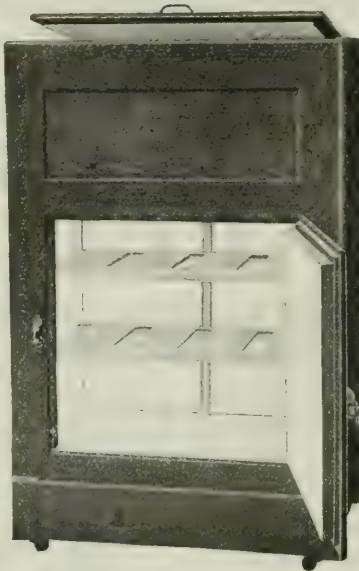
Fully Guaranteed

We also manufacture a splendid line of Screen Doors and Window Screens.

Write for full details and prices.

Our line comprises over 15 styles of refrigerators ranging in price to meet the demand of those who want a cheap refrigerator to the demand for the very best.

The Sanderson-Harold Company Ltd.
PARIS, CANADA



Convenience
Quickness
and Economy
that fills a
long-felt want

THE "CANNON OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.



R. E. BLOOMER
KEITHSBURG, ILL.



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK.

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



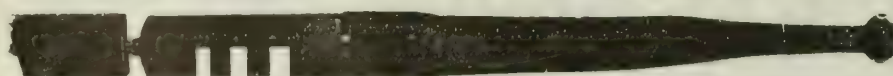
Made by

A. SHAW & SON, London Eng

Hale Brothers, Canadian Agents, 3 St Nicholas St., MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

A Sprayer with Many Uses

The improved nozzle will make a nice, fine, Misty Spray for spraying cattle, for lice or flies. Change the cap to suit the liquid. Will successfully apply white wash. Fool-Proof Valve, Every Sprayer tested and guaranteed. Write for catalog.



The Collins
Mfg. Co.
TORONTO

If interested, tear out this page and keep with letters to be answered.

This Will Make TRADE HISTORY!

Every Canadian Manufacturer who is interested in developing Export Trade should be represented in our

EXPORT AND TRADE EXPANSION NUMBER

This big issue will reflect the importance of Canada as an industrial nation, and it will enjoy a large circulation in foreign markets.

Particulars on request.

CANADIAN MACHINERY
TORONTO

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia — McPherson & Teetzel, Vancouver

**Reliable
QUALITY**



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

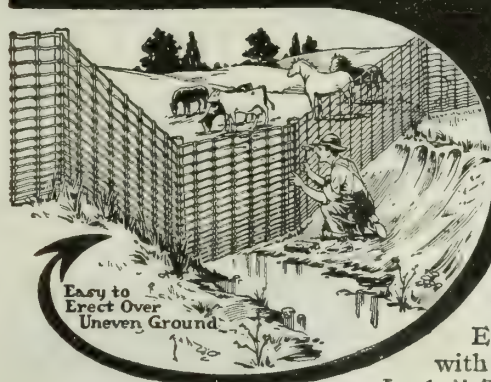
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

PEERLESS PERFECTION

**THE FENCE THAT
STAYS "PUT"**



Easy to
Erect Over
Uneven Ground

PEEERLESS Perfection is one of the easiest fences to erect, because it stays "put." It can be erected over the most hilly and uneven ground, without buckling, snapping or kinking. Every joint is locked together with the well-known "Peerless Lock." The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

Peerless Farm Fence

is made of the best Open Hearth steel fence wire. All the impurities of the steel are burned out and all the strength and toughness left in. Makes the fence elastic and springy. It will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and the coating will not flake, peel or chip off.

Send for catalog. It also describes our farm gates, poultry fencing and ornamental fencing.

**Agents nearly everywhere. Agents wanted
in unassigned territory.**



The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba

Hamilton, Ontario



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

Bluestone

98% pure. Barrels 450 lbs.

Sulphur

99% pure. Bags 100 lbs.

English Galvanized Poultry Netting

Size 1-in., all sizes 12-in. to 48-in.

Size ½-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

E. Fielding & Son

34 Front Street West, Toronto



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (11)

WANTED — A FIRST-CLASS HARDWARE clerk—one capable of taking charge of a retail store in a western city; must have a good personality, steady and thoroughly reliable; married man preferred. Reply, stating age, experience, nationality and salary required, to Box 275, Hardware and Metal, Toronto. (18)

WANTED—A LINE TO HANDLE ON COM- mission for the Provinces of Alberta, Saskatchewan and British Columbia by well-established firm who has the very best of representation. Line must be an all-round-year seller. Can guarantee very best results. Apply to Box 276, Hardware and Metal. (18)

WANTED—GOOD TINSMITH AND FURNACE man, work spare time in hardware store. Steady employment, young man preferred. Box 307, Ceylon, Sask. (18)

POSITION WANTED

SOBER, INDUSTRIOUS, MARRIED MAN, thirty-three; eleven years owner-manager general hardware, plumbing, heating and sheet metal work, open for engagement; road work preferred. Box 277, Hardware and Metal. (18)

FOR SALE

FOR SALE — HARDWARE BUSINESS IN Southern Saskatchewan, in one of the best wheat growing districts in the province. Town has three elevators, and good territory to draw from. No opposition. Good store that can be rented cheap. Stock and fixtures, about \$3,500.00. Owner has another store, and cannot look after the two. Apply to Box 270, Hardware and Metal. (16)

HARDWARE STOCKS AND GOOD-WILL of the late Frank A. Child. Business well established in Cochrane and Matheson, two of the most promising towns in Northern Ontario. Stock at Cochrane \$10,000.00; store and dwelling, with all conveniences, \$5,000.00. Stock at Matheson, \$5,000.00; stock, store, land and other buildings being sold for \$7,000.00 for quick sale. Apply Estate of Frank A. Child, Box 18, Cochrane, Ont. (17)

HARDWARE BUSINESS FOR SALE—DOING good business in Northern Ontario town. Best agencies held; well assorted, clean stock. No real estate; good stand; moderate rental. Reason for selling, discontinuing retail business. For further details write Box 269, Hardware and Metal. (17)

FIRST-CLASS HARDWARE AND TINSMITH- ing business in good manufacturing town, with all factories busy. This stock is all in good shape. Stock at old prices. Reason for selling I want to do the colors. Stock, fixtures, tin-smith tools and runabout, \$7,000. Box 35, Kincardine, Ont. (16)

STOVE AND TINSMITH BUSINESS AND Goodwill, on Main Street, Port Hope, for sale, owing to death of proprietor. Lease to 1st April, 1917. Premises large and fine situation. Good trade enjoyed many years. Stock and tools, \$3,000. Stock book and particulars on application to Seth S. Smith, Solicitor Estate, Box 719, Port Hope. (17)

FOR SALE — FIRST-CLASS HARDWARE and tin-smithing business in good progressive

Ontario city. This is a good clean stock. Best reason for selling stock and fixtures. About \$6,500.00. Apply Box 273, Hardware and Metal. (16)

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (16) **ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN- stallating an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

Put In A Display
It Will Pay You Well

SWEeper-VAC.

Show them to your lady customers — Demonstrate them —
Give them prominence — There is good profit and "Sure Sales."



Write for Full Particulars
Frothingham & Workman, Limited
Montreal

In Demand

There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA Glass Tank Sprayer



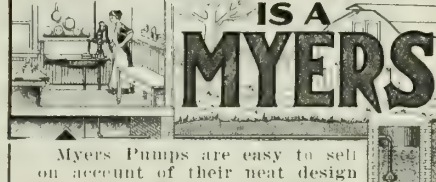
The receptacle of this Sprayer is an ordinary Crown Fruit Jar, ten quart size, equipped with a heavy zinc cover.

The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock.

Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

The Eureka Planter Co.
LIMITED
WOODSTOCK, ONTARIO

HER NEW PUMP IS A MYERS



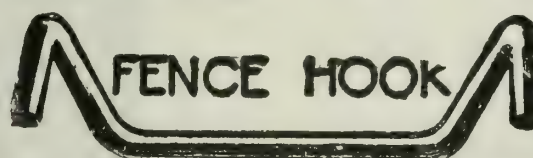
Myers Pumps are easy to sell on account of their neat design and many up-to-date improvements. In service they invariably give satisfaction. For these reasons they are a good pump for both dealer and customer.

Catalog and detailed information will be furnished upon request.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS., LIMITED Montreal

When writing advertiser kindly mention that you saw his ad. in this paper.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



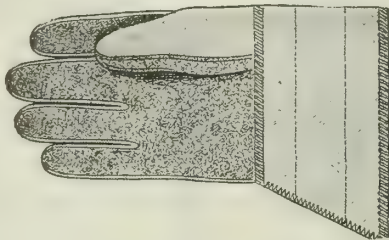
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

If interested, tear out this page and keep with letters to be answered.

TAPATCO
REGISTERED BRAND TRADE MARK

The Fast Selling Cotton Glove



First sales are easy because the gloves *look good*, but the sales thereafter are made without effort because the service creates a desire for more.

"Tapatco" Cotton Gloves are creating bigger business wherever sold. Why not increase your turnover by selling this line?

Try them out now. Send a sample order to-day.

The American Pad & Textile Co.
CHATHAM, ONTARIO

BUFFALO BRAND



Oils, Lubricants and Specialties

are

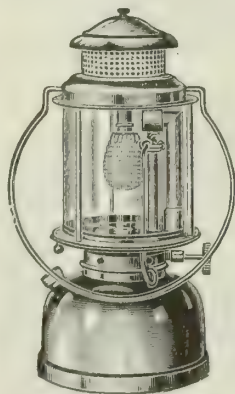
The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

THE STORM KING LANTERN

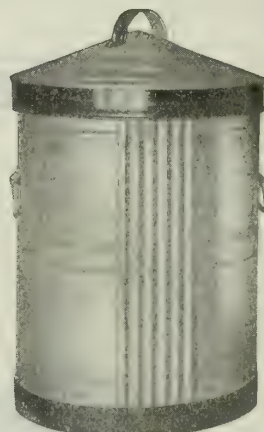


Wind and Rain Proof — 200 Candle Power, $\frac{1}{4}$ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago



2 sizes—16x22 and 18x26



2 sizes—14x15 and 15x17

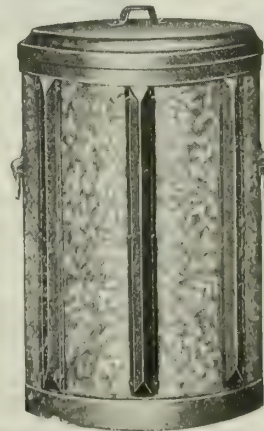
CANADA SANITARY CAN

For Ashes, Garbage and General Purposes

The biggest improvement in garbage cans ever produced. Heavily reinforced with metal staves. The interior surface of these cans is perfectly smooth and free of dirt-catching corrugations. Attractive in appearance, built to withstand rough usage, and perfectly sanitary.

For Sale by all Leading Jobbers.

J. SAMUELS
275 Queen St. West, Toronto



3 sizes—16x27, 18x27 and 20x27

If interested, tear out this page and keep with letters to be answered.

Russell Jennings Auger Bits



Two styles
of shanks, —
three threads for
boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

Arctic Metal

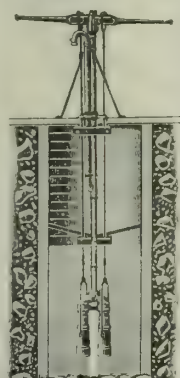
FOR HIGH SPEED FOR HEAVY PRESSURE

Try It.

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

The AYLMER Double-Cylinder Double-Acting Force Pump.



This is the only pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.
Easy working. Always primed. Never freezes.
Will force the water any distance and to any elevation required with ease. In case of fire it has no equal.
The pumps you will eventually handle. Why not now?
Easy to sell.

Aylmer Pump & Scale Co., Ltd.
Aylmer, Ontario

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL
COMMERCIAL FORMS

CANADIAN HEAD OFFICE :

60 WEST FRONT STREET TORONTO

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the
most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

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The G. G. G.
Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

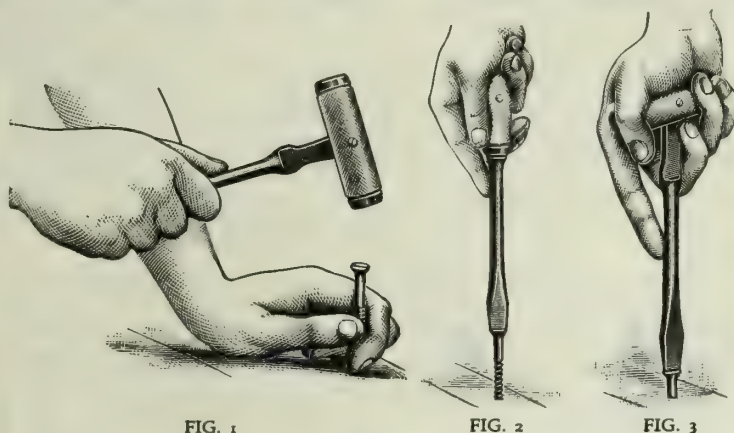
The Imperial Mfg. Company
Welland, Ontario

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

CRESCENT TOOLS



CRESCENT HAMR-HANDL SCREW DRIVER

YOU start the screw by using the handle as a hammer (Fig. 1). Then use as an ordinary screw driver (Fig. 2). When the screw is nearly set and difficult to turn, spring the handle into position and finish easily (Fig. 3).

MADE IN THREE SIZES—

Style	Length of Blade	Width of Point	Price
K-24	4 in.	$\frac{1}{8}$ in.	\$7.80 per doz.
K-25	5 in.	$\frac{3}{8}$ in.	8.40 per doz.
K-26	6 in.	$\frac{1}{2}$ in.	9.00 per doz.

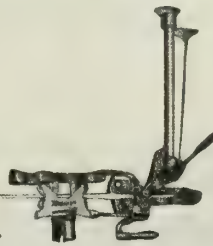
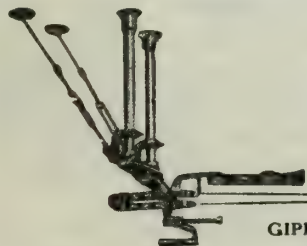
DROP FORGED, HARDENED AND OIL TEMPERED

CRESCENT TOOL CO.

Manufacturers of Famous Crescent Wrench

JAMESTOWN, N. Y.

FACTS

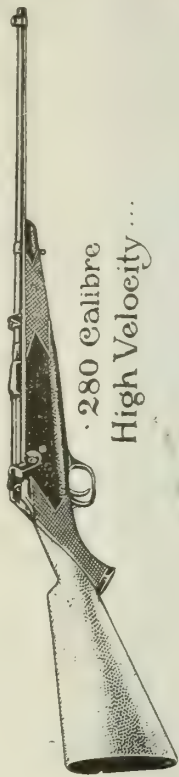


We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

Send for our new
Catalogue F.

If interested, tear out this page and keep with letters to be answered.



"I could not have got him if I did not have a Ross .280."

This is what Mr. F. F. Hammond, of 3 Miles Plains, N.S., says in a letter telling how he obtained the finest head of his collection. He also adds:

"The guide told me it was 1,000 yards, but it was only 400. He said I could not have done better shooting if I had held the rifle right up against the moose."

The Ross .303 Sporting Models, while not quite as powerful as the .280, are best suited for the man who is looking for a reliable and accurate weapon, comparatively inexpensive, \$25.00 and up, whose ammunition is very easily obtainable.

For target shooting no small rifle excels the Ross .22 Cadet; it is strongly and carefully built and possesses surprising accuracy and power. Retails also at \$12.00.

For catalogue, discounts, etc., address

ROSS RIFLE CO. ∴ ∴ QUEBEC

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$3.75, \$4.25, \$4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

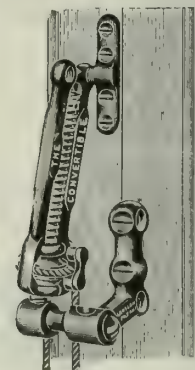
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
3/8 screw ... 4/
1/2 screw ... 6 6
1795 Brass
3/8 screw ... 5/6
1/2 screw ... 8/6
1797 Gun Metal
3/8 screw ... 6/6
1/2 screw ... 10/6
each.

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND NAVAL
BRASS FOUNDRY**

Original Patentees and Manufacturers of
**Cartland Patent Helical, Climax, Adjustable and
Reliable Door Springs**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.
Our new Catalogue, fully illustrated, mailed free on application to
Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

"HOYT
FROST
KING"



The man who gets this babbitt metal is sure to come back for more because it gives a service extraordinary on high-speed machinery and engine work. Send your jobber an order to-day. If he cannot supply you, write us.

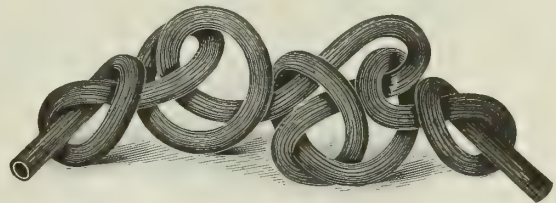
HOYT METAL COMPANY

Factory and Offices,
EASTERN AVE. and LEWIS ST., TORONTO, CANADA
New York, N.Y. London, Eng. St. Louis, Mo.

"The Babbitt
You'll Sell
More of"

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

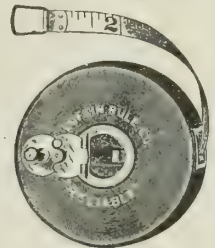
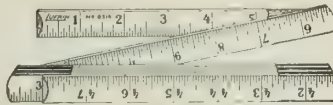
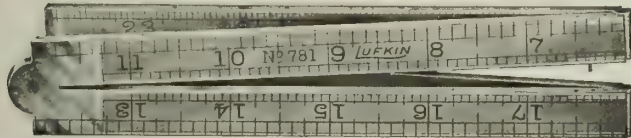
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LUFKIN

ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



Measuring Tapes — Boxwood Rules — Spring Joint Rules
A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

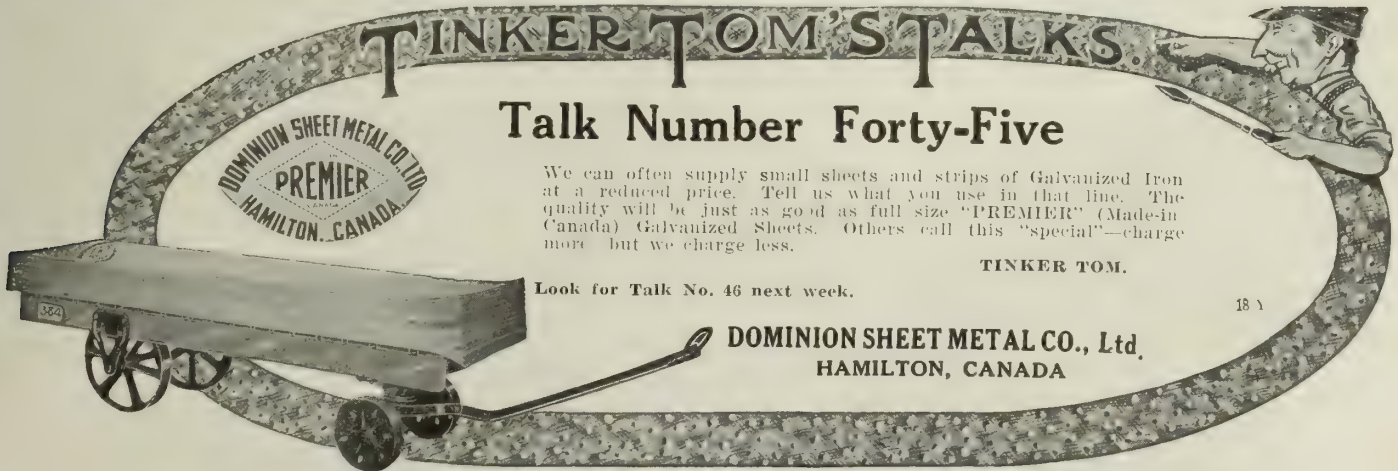
Talk Number Forty-Five

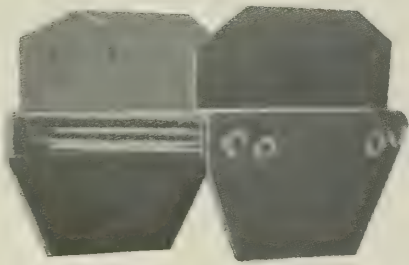
We can often supply small sheets and strips of Galvanized Iron at a reduced price. Tell us what you use in that line. The quality will be just as good as full size "PREMIER" (Made in Canada) Galvanized Sheets. Others call this "special"—charge more—but we charge less.

TINKER TOM.

Look for Talk No. 46 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

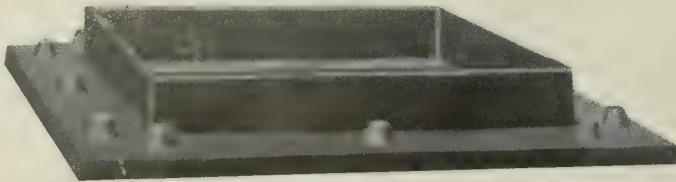




Post Cap (all sizes)

Western Hardware Dealers!

We can give you both price and service equal, or even better, than can be obtained elsewhere.



Steel Post Base

Our New Warehouse Department

—can make immediate shipment
on large and small orders for—

Advantages of dealing with us

Complete Stock.

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will arrange, wherever possible, to include your order with carload lots, thus giving you the advantage of lower freight rates.

Prompt Delivery.

We follow each order through to its destination through our own tracing department, insuring delivery of goods as quickly as possible.

Saving.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

**[Give This New Service
A Trial]**

BARS
ANGLES
SPIKES

SHEETS
TEES
TURNBUCKLES

PLATES
BOLTS
RAILS

RIVETS
NUTS
TUBES

**All Stock Orders Shipped Same Day as Received—
Send for Our Monthly Stock List.**



Concrete Block Hanger



Joist Hangers

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

April 22

No. 17

THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

STOCK

Look at this partial list of sizes
we carry in stock!

These are Plain, Uncoated Sheets,
available for use.

Either "Black" or Galvanized.



10 $\frac{3}{4}$ oz.—Or No. 28 English
24" wide x 72"-96"-120" long.
30" wide x 72"-84"-96"-120" long.
36" wide x 72"-84"-96"-108"-120" long.
—620 Tons in Stock—

Nos. 18 and 20 Gauges
24" wide x 72"-96" long.
30" wide x 72"-96"-120" long.
36" wide x 72"-96"-120" long.
—146 Tons in Stock—

No. 26 U.S.—Gauge
24" wide x 72"-96" long.
30" wide x 72"-96"-120" long.
36" wide x 72"-96"-120" long.
—85 Tons in Stock

Nos. 22 and 24 Gauges
24" wide x 72"-96" long.
30" wide x 72"-84"-96"-120" long.
36" wide x 72"-96"-120" long.
—89 Tons in Stock—

No. 28 U.S.—Or No. 26 English
24" wide x 72"-96" long.
28" wide x 72" long.
30" wide x 72"-84"-96"-108"-120" long.
36" wide x 72"-84"-96"-108"-120" long.
—460 Tons in Stock—

Heavy Gauges
No. 16—30" wide—72"-96"-120" long.
No. 16—36" wide—72"-96"-120" long.
No. 14—30" wide—96" long.
No. 14—36" wide—96" long.
—54 Tons in Stock—

All "PREMIER" Sheets are clean,
fresh galvanized.

They look GOOD.—They ARE.

Soft Flat Perfectly Coated

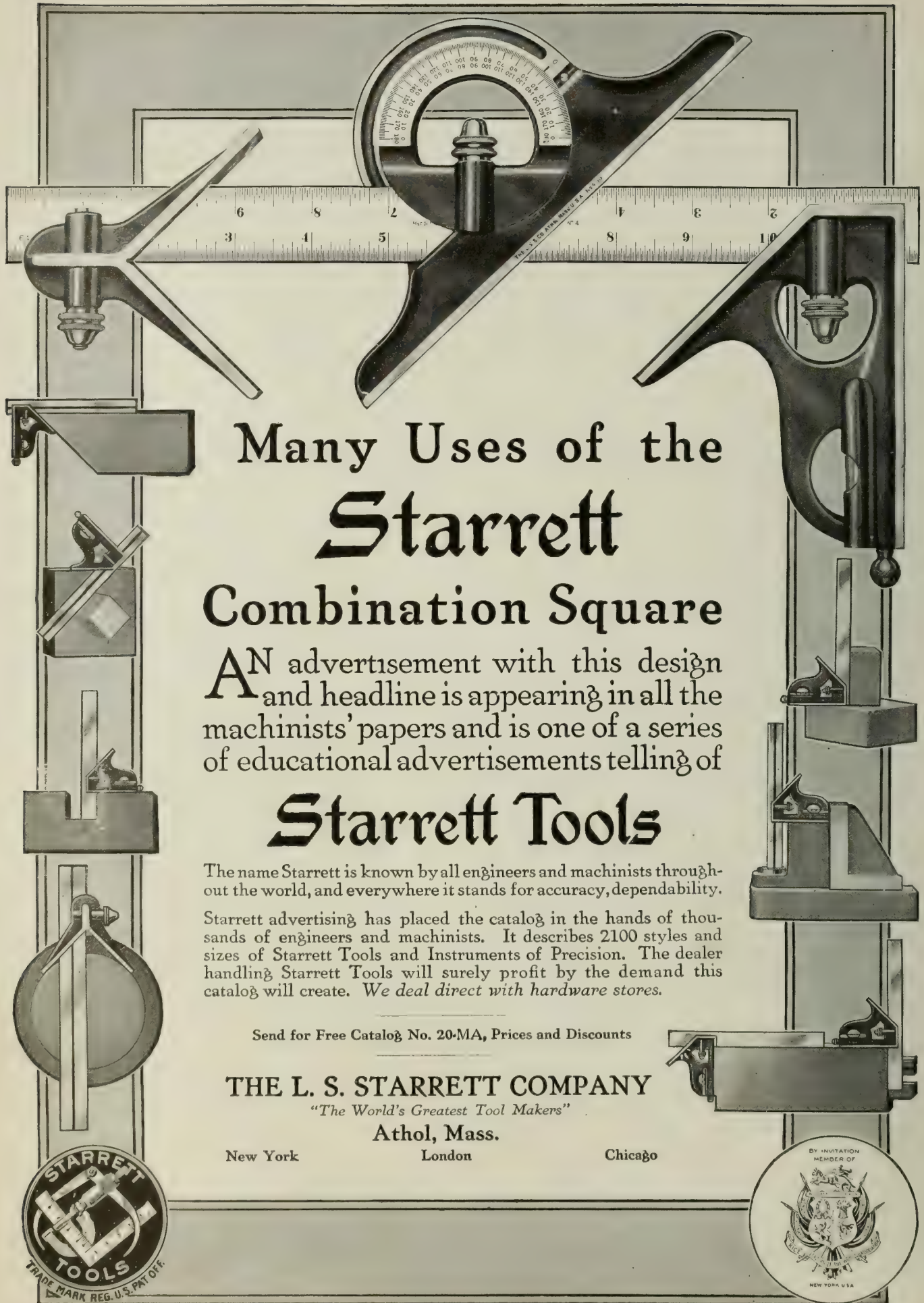
THEIR QUALITY

COUNTS

—PRICES FROM YOUR JOBBER—

DOMINION SHEET METAL COMPANY, Limited
HAMILTON, CANADA





Many Uses of the Starrett Combination Square

AN advertisement with this design and headline is appearing in all the machinists' papers and is one of a series of educational advertisements telling of

Starrett Tools



The name Starrett is known by all engineers and machinists throughout the world, and everywhere it stands for accuracy, dependability.

Starrett advertising has placed the catalog in the hands of thousands of engineers and machinists. It describes 2100 styles and sizes of Starrett Tools and Instruments of Precision. The dealer handling Starrett Tools will surely profit by the demand this catalog will create. *We deal direct with hardware stores.*

Send for Free Catalog No. 20-MA, Prices and Discounts

THE L. S. STARRETT COMPANY
"The World's Greatest Tool Makers"
 Athol, Mass.

New York London Chicago

**"P.&W.
Co."**

SMALL TOOLS

**PRECISION
QUALITY
DELIVERY**

Guaranteed

If your jobber can not supply you, WRITE US DIRECT.

**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.

VANCOUVER
609 Bank of Ottawa Bldg.

WINNIPEG
1205 McArthur Bldg.

**R-W No. 430
Quick-Acting
Wood-Worker's
Vise**

can't be beat for
Wood-workers in
Factories, Shops or
Technical Schools.

Toronto Technical
School is equipped with
them.

**R-W No. 320
Kitchen
Grindstones**

Much superior to a hard
grinder for cutlery and
good tools, because it will
not draw the temper.
Ball-bearing. Accurately
Centered. Handsomely
Finished.

Store Ladders
All Kinds.

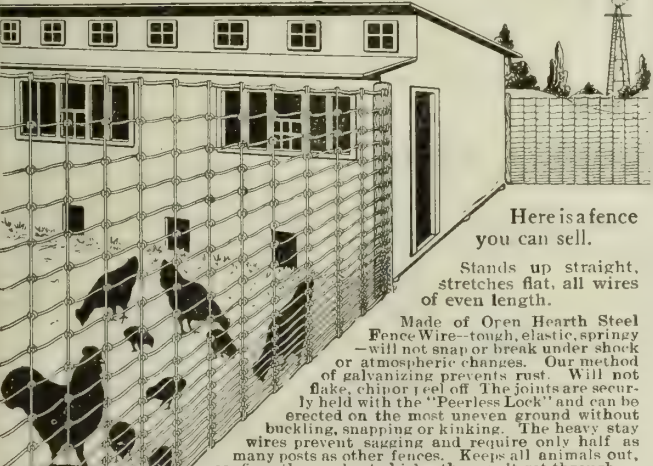
Have you canvassed your
town lately for ladder
business?

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

**Mr. Dealer: Here's Your Chance to Make
Your Store Headquarters for Best Trade.**

**PEERLESS
Poultry Fencing**

Not Mere Poultry Netting



Here is a fence
you can sell.

Stands up straight,
stretches flat, all wires
of even length.

Made of Open Hearth Steel
Fence Wire—tough, elastic, springy
—will not snap or break under shock
or atmospheric changes. Our method
of galvanizing prevents rust. Will not
flake, chip or peel off. The joints are secur-
ely held with the "Peerless Lock" and can be
erected on the most uneven ground without
buckling, snapping or kinking. The heavy stay
wires prevent sagging and require only half as
many posts as other fences. Keeps all animals out,
confines the smallest chicks, they can't get through.

Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers.
If you want to be the leading fence dealer in your locality,
write at once. Never has there been a better time to sell
quality fencing. You can make your store headquarters for the
best trade. Don't fail to write and get our Dealer's Proposition.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

Brooms

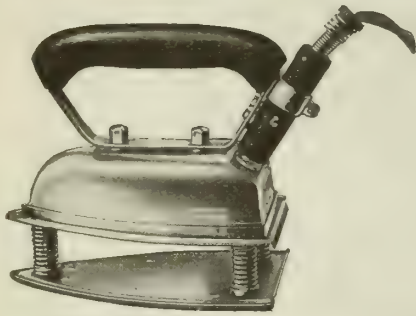
**of
Quality**

may always be had by ordering
our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$6.00 per dozen.

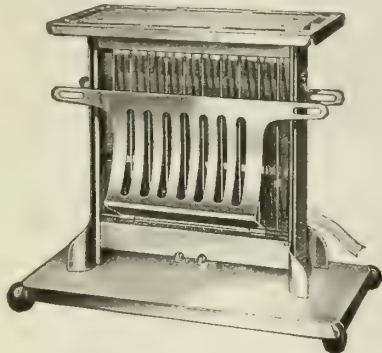
**FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.**

Walter Woods & Co.
HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.



UNIVERSAL Electric Iron with Snap Switch, No. E-9081.



UNIVERSAL Electric Toaster No. E-946.



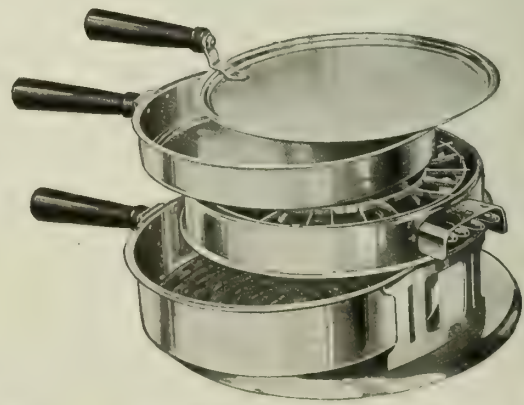
UNIVERSAL Combination Disc Stove and Chafer, No. E-9810.



UNIVERSAL Electric Coffee Urn No. E-9136



UNIVERSAL Electric Tea Ball Tea Pot No. E-904.



UNIVERSAL Electric Four-Heat Grill No. E-984.

The Live Dealer Will Show Goods the Customers Know

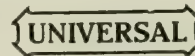
The commanding figure in the electrical world to-day is that progressive dealer to whom the realization has come of the wisdom of associating himself in the public mind with the name and goods that have come to be recognized as of unquestioned standard.

UNIVERSAL Electric Home Needs

have since their conception taken a foremost place in the ranks of electric appliances noted for their rapid development and the up-to-the-minute features which they embody. The growth and popularity of UNIVERSAL Electric Home Needs is instanced by the fact that we now have to offer over 250 different appliances, more than was ever before presented to the electrical trade under our brand. From the very beginning UNIVERSAL Electric Home Needs have been consistently, nationally advertised until progressive people everywhere have come to know and ask for them as standard quality.

For prices, write your Jobber or direct to us.

This Trade-Mark
is on



Each Piece
or Label

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives : A. MacFarlane & Co., Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

VICKERS HIGH-SPEED MILLED DRILLS



STRAIGHT SHANK; Jobbers Lengths

There is a great shortage of High-Speed Drills. We have just received a large shipment of standard sizes, both straight and taper shank.

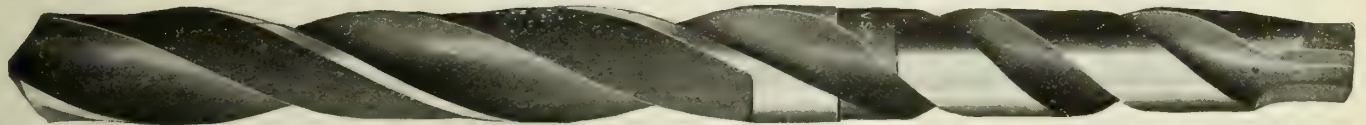


TAPER SHANK

Our Principals are making us a shipment every two weeks.

VICKERS "VANADIUM" HIGH-POWER DRILLS

Made of Vanadium Steel Especially Prepared for Vickers Limited



TAPER SHANK

The Most Powerful and Most Economical Drill on the market. It can be driven at a Greater Feed and Higher Speed than any milled Drill. The greater the speed and feed the more perfect the grip of the Shank in the Socket.

There is no Strain upon the Tang; it is impossible to break it.

These Drills fit any standard Morse Taper Socket; the *Increased Twist* forming a Shank of Great Holding Power. The Shank Accurately Centers the Drill and Keeps it in Perfect Alignment, rendering it impossible to bend the Drill sideways, or twist the Shank under any drilling conditions.

The prices are reasonable.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

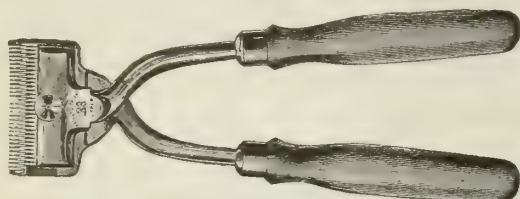
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

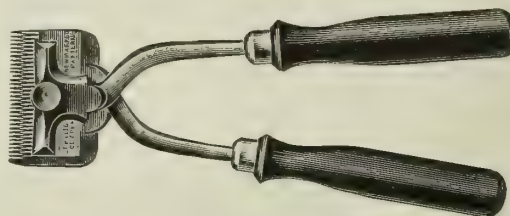
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

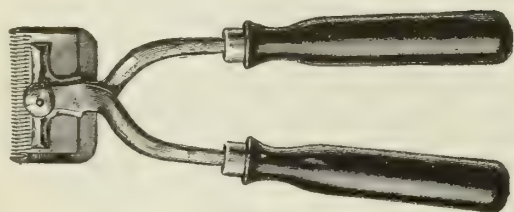
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

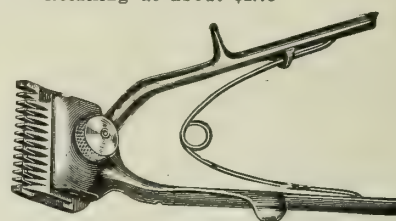


NEW MARKET PATTERN
Retailing at about \$1.75



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel

28 Gauge, 26 or 28 inch Barrel

.45 Caliber, 26 inch Barrel

.44 Caliber, 26 inch Barrel

.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

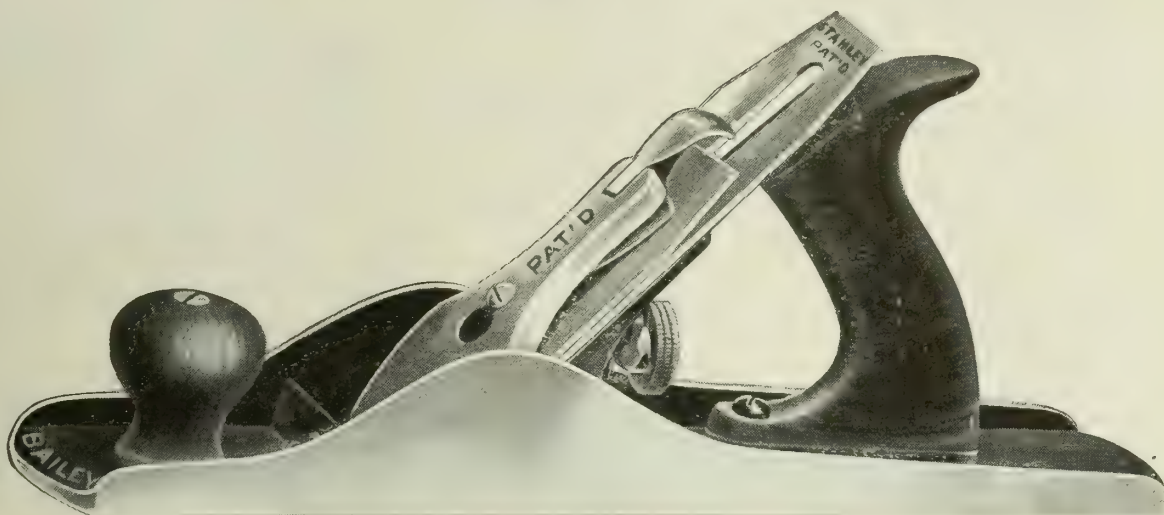
715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



BAILEY IRON PLANES

“Bailey” Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works, where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by **THE STANLEY RULE & LEVEL CO.**, which carry with them a **GUARANTEE** backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

Address all communications to



STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



If interested, tear out this page and keep with letters to be answered.

Behind the Bolted Door?

by

ARTHUR E. McFARLANE

A gripping detective story starting in the May number of MacLean's Magazine.

It is full of mystery, tense with interest, alive with action, passing strange in plot and incident and baffling until the last paragraph of the last chapter.

Mr. McFarlane is a master-writer of detective stories. He is Canadian-born though he resides at present in New York, and places the bulk of his work with the large American publications.

This latest product of his pen is exceptional in every way. Dr. Laneham, the exponent of a new theory of crime detection, is the most unusual detective that has appeared since Sherlock Holmes.

If you want to enjoy thrills and excitement, and puzzle over mind-defying problems, get the May MacLean's, just out.

This number is one of pre-eminent interest for Canadians. It contains more stories and articles by the best known Canadian writers than any previous number of any Canadian periodical. In fact, **MacLean's** is the only home-made magazine in which the work of the really great Canadian-born writers appears. And the May number excels all previous issues of MacLean's in the strength and interest of its features and the length of its list of illustrious contributors. Here are some:

"Humor as I see It" Stephen Leacock
 "Speaking of Women" Nellie L. McClung
 "My Mate," a War Poem Robert W. Service
 "If Uncle Sam Went to War?" Agnes C. Laut
 Brief Statements on National Topics by N. W. Rowell, Sir Herbert Ames, C. C. James, James L. Hughes and J. P. Downey.

MACLEAN'S MAGAZINE

The MacLean Publishing Co.
 Limited

143-153 University Avenue, Toronto, Canada

Please send me a free sample copy of May issue of MACLEAN'S MAGAZINE.

Name

Address

Send for free sample copy

If any advertisement interests you, tear it out now and place with letters to be answered.



His Best Plymouth Ad

(an actual experience)



"I have been selling for 18 cents per pound, while some of my competitors claim they sell Manila rope for considerably less. A farmer from out nine miles south of here asked me what I charged for Hay Fork rope per pound. I told him 18 cents. He called me a highway robber.

"It just happened that there were at least twenty people in the store, so I told him to prove his case.

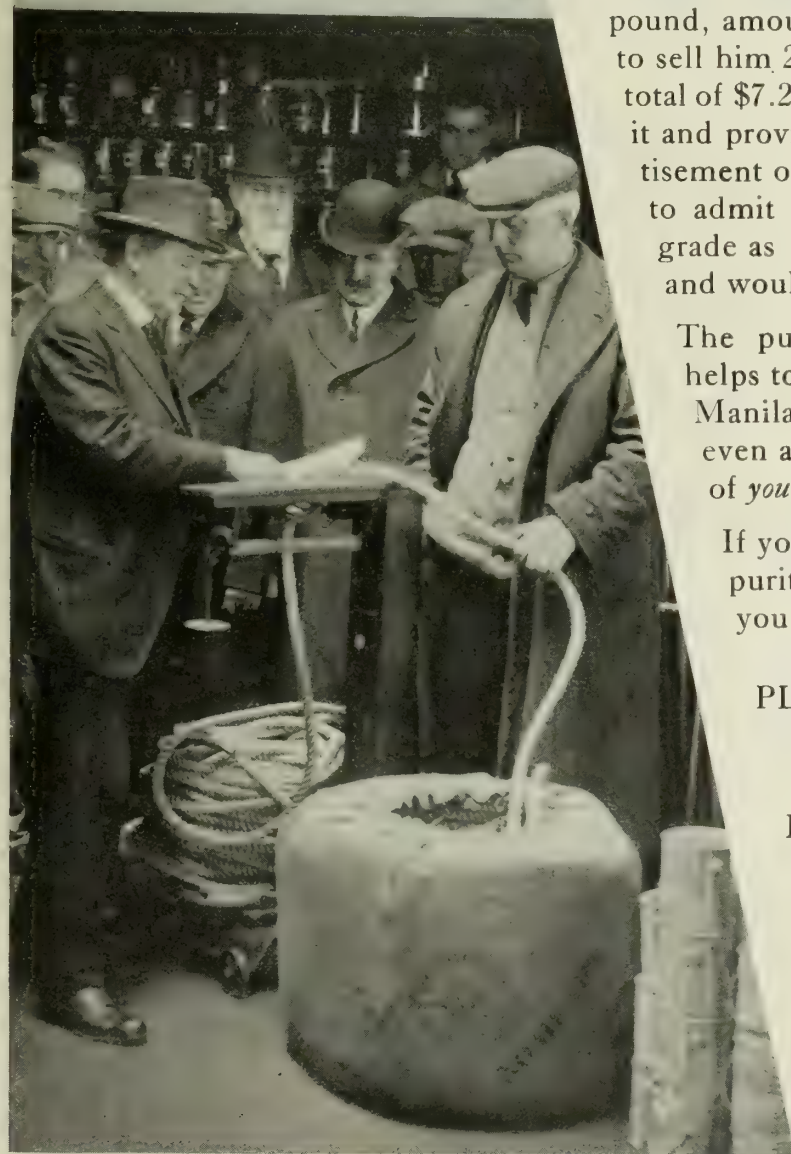
"We had it in writing that he bought 200 feet of Manila rope 13/16-in. at a lower price per pound, amounting in all to \$8.65. I offered to sell him 200 feet at 18 cents a pound for a total of \$7.20. Cutting the rope, weighing it and proving my case was the best advertisement on rope I ever had. They all had to admit my Plymouth Rope was the best grade as it was not doped to make weight and would last longer."

The purity of Plymouth Rope, which helps to make it the most durable of all Manila ropes and the most economical, even at a higher price per pound, is one of *your* best ads if *you* sell Plymouth.

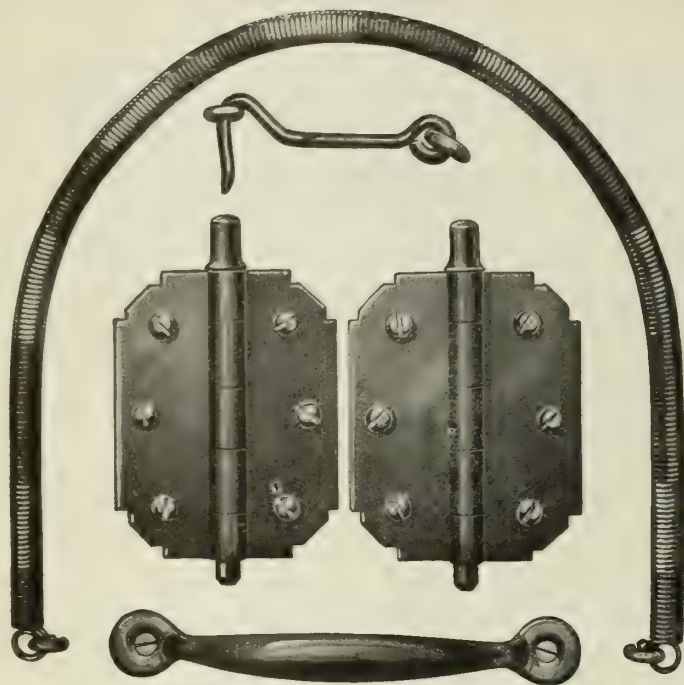
If you don't sell Plymouth, this same purity is one of the big reasons why you should.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS.
WELLAND, ONT.

INDEPENDENT CORDAGE
CO., LIMITED
TORONTO, ONTARIO
CANADIAN SALES AGENTS



If any advertisement interests you, tear it out now and place with letters to be answered.



No. 175 SCREEN DOOR SET

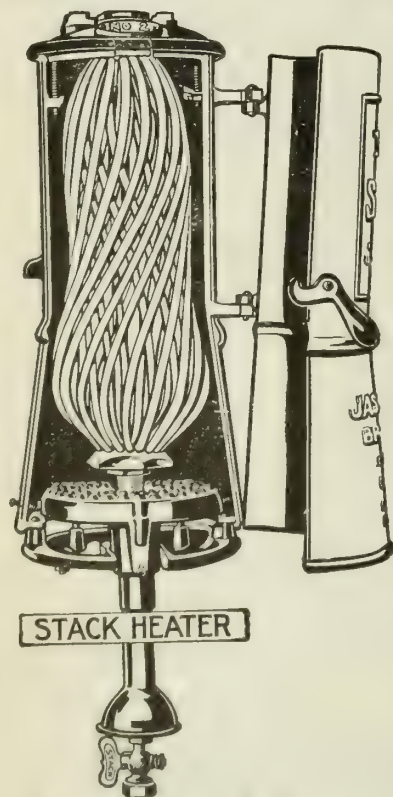
Order Your Hardware for Screen Doors **NOW**

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



DURABILITY Stack Gas Water Heaters

The STACK water heater has been on the market for over 10 years, and in that time has given absolutely no trouble. There is no point in heater where it is possible for sediment to lodge and form a coating between the heat and the water.

The absence of any lodged sediment makes it impossible for the STACK to burn out.

The rapidly moving heated water prevents the possibility of any stoppage.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

WROUGHT PIPE BALE TIES



WIRE
BOLTS
AND NUTS



IRON AND BRASS SCREWS
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM and Bell) (MRM)
Putty.

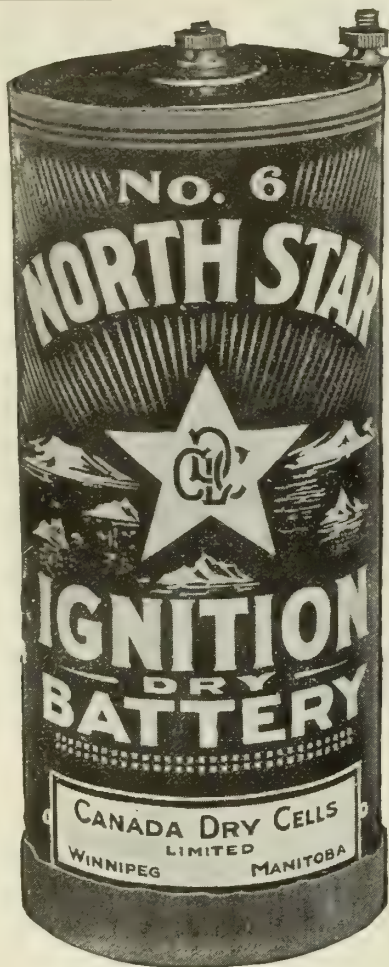
QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

If interested, tear out this page and keep with letters to be answered.



"North Star" Dry Cells

Once Known-always used

Selling this line of dry cells is the surest way of making the most out of your battery stock.

First sales invariably result in repeat orders.

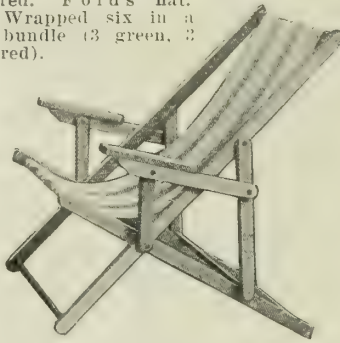
**The Western Battery
for the Western Need**

No better time than now to send in a trial order.

Your jobber will supply you quickly.

**Canada Dry Cells
Limited
WINNIPEG, MAN.**

This Lawn Chair adjusts to four positions. Hardwood frame, varnished. Strong duck used for seat — colors green and red. Folds flat. Wrapped six in a bundle (3 green, 2 red).



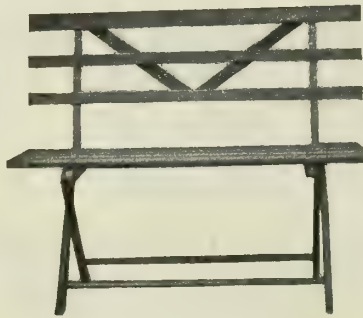
No. 17—LAWN CHAIR

Camp and Lawn Furnishings

The Stratford line of LAWN CHAIRS, LAWN SWINGS AND FOLDING CAMP STOOLS, CHAIRS AND COTS have the quick-selling appearance and sure-satisfactory quality.

The demand will soon start. Order now.

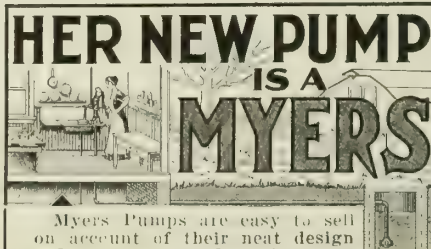
**The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA**



No. 0—GARDEN SEAT

Made of good strong Beech. The seats and back slats are screwed firmly to the supporting frame.

Frame painted green—balance natural wood varnished.



Myers Pumps are easy to sell on account of their neat design and many up-to-date improvements. In service they invariably give satisfaction. For these reasons they are a good pump for both dealer and customer. Catalog and detailed information will be furnished upon request.

**F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS., LIMITED Montreal**

An unusual quantity of work done with unusual ease.

This is the service
that the

DELTA FILE

delivers to its
users.

This is why Delta
Files are the
choice of all who
know.

**A POPULAR
FILE MEANS A
POPULAR FILE
DEPARTMENT.**

Do not hesitate
another minute,
but send in a
trial order now.
You run no risks,
because what we
make we stand
behind with a
"Satisfaction-or-
Money-Back"
guarantee.

The Delta Superiority lies in the fact that it's the only line of files from 3 to 24 inches made absolutely of crucible steel and a product of half a century's experience.

Order from your
jobber.



DELTA FILE WORKS

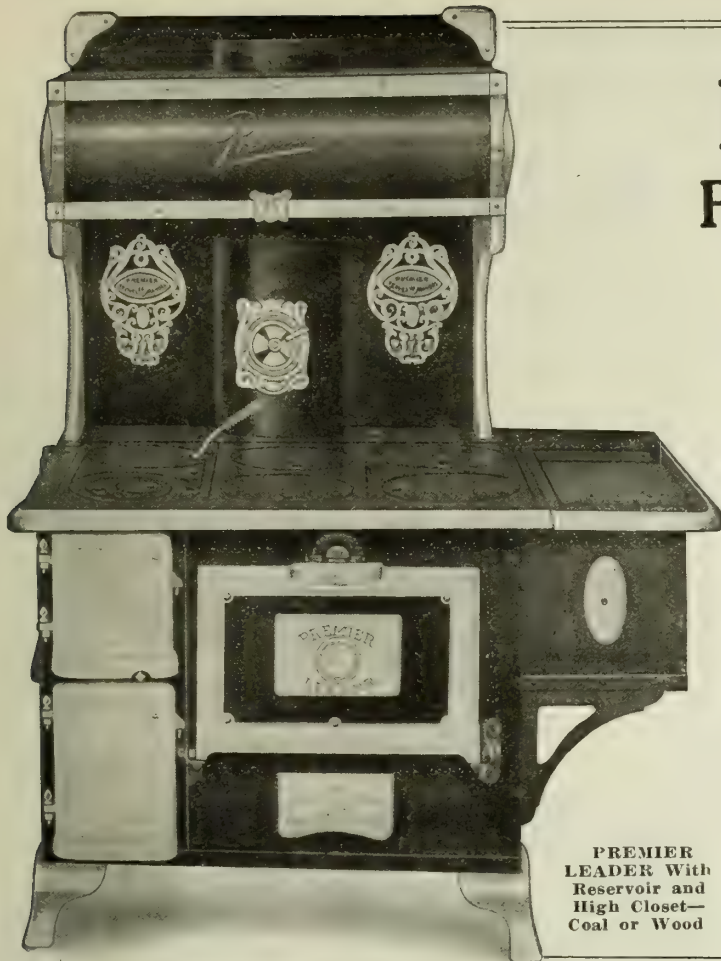
PHILADELPHIA, PA.

CANADIAN AGENTS:

**H. S. Howland, Sons & Co., Toronto
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS**



If any advertisement interests you, tear it out now and place with letters to be answered.



PREMIER
LEADER With
Reservoir and
High Closet—
Coal or Wood

DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

MONTREAL

Winnipeg

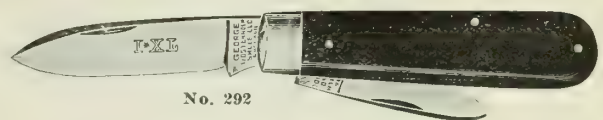
CELEBRATED I-XL CUTLERY

GEO. WOSTENHOLM & SON, Sheffield, England

HAND FORGED



No. 1971C



No. 292

Pocket cutlery made in over four thousand distinctive new and up-to-date patterns.



No. 611

Each blade thoroughly tested and fully guaranteed.

RAZORS



No. 2000, Hollow Ground



No. 1000, Gold Etched

Fully Concaved

COMPLETE LINE OF I-XL CUTLERY STOCKED BY ALL LEADING JOBBERS
A. MACFARLANE & COMPANY, Limited, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hick-
ory, nicely finished.

All leading Jobbers stock
them.

Write for prices.

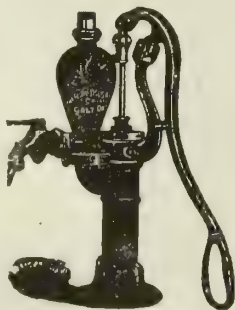
J. H. Still Mfg. Co.
ST. THOMAS, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

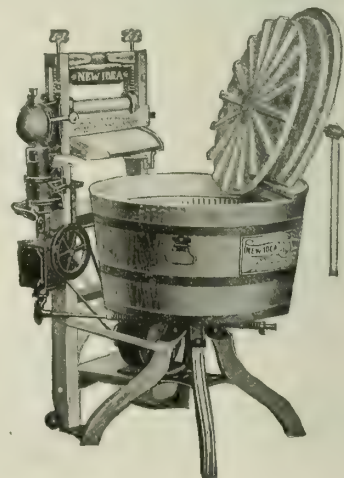
The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

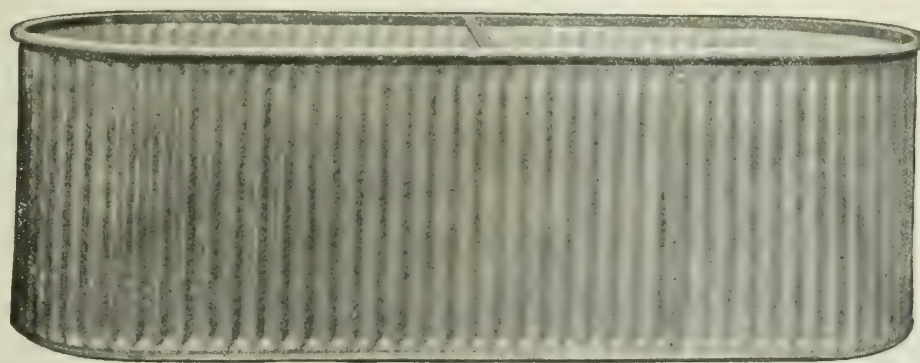
What We Do To Help You Sell M-R-Co. Goods

We supply you with an outfit of catalogues, price lists, and samples. We refer enquiries to you. We write letters and send advertising matter to your prospects. We supply you with attractive illustrated leaflets for placing on your counters, or mailing out with your statements.

We advertise heavily to consumers in farm papers, etc. We supply cuts and suggest copy for advertisements in your local paper. We prepare estimates of your jobs for you. If need be, we send a representative to help you close the order. And if there is any other way we can help you, just let us know.

THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



Style
"B"

"Jumbo" Oblong Stock Watering Tank

A good line for your farm trade.
Made of heavy gauge galvanized corrugated steel, solid angle iron rim around top. Joints close riveted and heavily soldered. Bottom double seamed.

The advantage of this tank over the horizontal corrugations lies in the fact that it can be turned over and the ice will freely slide out.

Write for catalog T-2 and Dealer's Discounts.

WINNIPEG STEEL GRANARY AND CULVERT CO LIMITED

WINNIPEG, MAN.

Factories at St. Boniface, Man., and Regina, Sask.

If interested, tear out this page and keep with letters to be answered.

Easy-Fitting Eavetrough and Conductor Pipe is always the cheapest no matter what the price may be, and our goods are noted for this feature particularly.

Conductor Elbows, Valleys, Ridge Roll, Skylights, Ventilators and
CORRUGATED IRON.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN

-:-

TORONTO

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

HIGHEST AWARD at the Panama-Pacific Exposition



Gold
Medal

Flashlights



Are now universally recognized as supreme in quality and service

Get your share of the big and steadily increasing demand for quality flashlights. Franco "Gold Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store. Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now**. You'll find them quick sellers.

Our latest catalog, listing over 100 profitable, ready selling articles, and dealers' proposition, will surely interest you. Send for it now.

Interstate Electric Novelty Co. of Canada, Limited, 220 KING STREET WEST
TORONTO - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper

If any advertisement interests you, tear it out now and place with letters to be answered.



The New XCELL BATTERY

WATER AND WEATHER PROOF

It is a well-known fact that dry batteries decrease in efficiency through the effects of moisture.

They are also affected by heat or cold, under which conditions they vary in amperage and recuperative power.

The NEW XCELL Battery eliminates these difficulties. It is impervious to rain, fog, dampness, heat or cold.

Gives a service that increases demand. Why? Because they LAST LONGER.

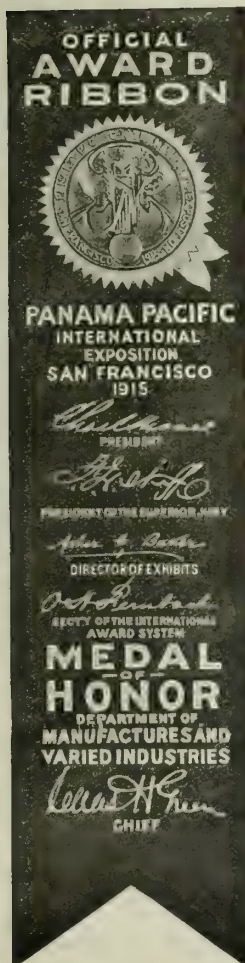
This is an ideal Battery for Automobile or boat owners—it removes all ignition troubles.

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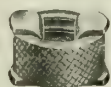
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TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

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Roxbury, Mass.
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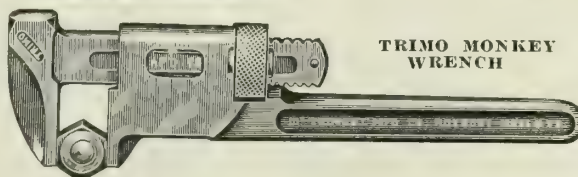
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
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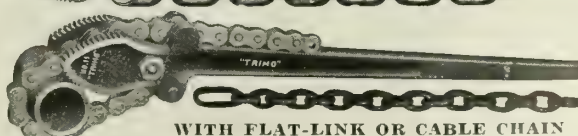
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WRENCH

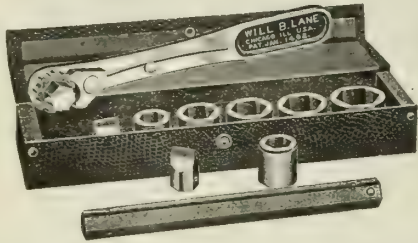


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WITH FLAT-LINK OR CABLE CHAIN

LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to $\frac{3}{8}$ in.

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WILL B. LANE, 180 North Dearborn Street, CHICAGO ILL.

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IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING. AND MAKES THESE GOODS MORE PROFITABLE.

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Western Agents: D. J. Austin, 273 1/2 Portage Ave., Winnipeg, Man.

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THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.





Household Brushes

You will appreciate handling a line of brushes that bring you repeat business. That is the way with

"KEYSTONE"

brushes. The woman who buys a "Keystone" fillo brush or shoe brush, or whatever it may be, recalls the fact that the brush kept its bristles remarkably well—and she will ask for the "Keystone" Brand whenever she needs a brush or broom.

Write for prices, etc.

STEVENS-HEPNER CO.

LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



MARBLE'S Safety Axes

"The handiest tool a sportsman ever carried"

Many have tried but none have succeeded in producing an axe that can equal the Marble Safety Pocket Axe—in utility, lightness, strength and quality. Blades of tough tool steel, keen edged and lightly polished. Lead lined guard folds into groove in handle when axe is in use.

List prices, \$1.50 to \$4.00.

Liberal Discounts to Dealers

NO. 3	NO. 6
Steel handle, weight 27 oz. Length 12 in.	Hickory handle; weight 22 oz. Length 12 in.
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Marble's Ideal Knife
considered by thousands as the standard hunting knife of the world. Marble quality steel blade Marble quality leather or stag handle—Marble quality design and workmanship. 5, 6, 7 or 8 in. blade—stag or leather handles. List prices \$2.25 to \$3.50.

Marble's Woodcraft Knife
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Write for catalog showing Marble's Game-Getter Gun and Sixty Specialties for Sportsmen.

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Western Representative: Bailey Drake Co., San Francisco, Los Angeles, Portland, Seattle, Denver.



There is a Demand for Hand Traps

Requests for information and sales as a result of national advertising prove this. The trap is made of the very best materials—very simple in construction—easy to handle and throws the regulation clay targets in any direction and at any distance required.

Sportsmen know that with a

Dominion Hand Trap

they have a gun club at their back doors and when in the field or marsh they can count on sport when the birds are not flying.

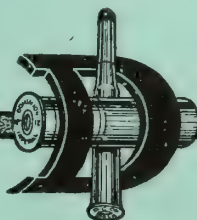
It offers a good margin of profit and provides an additional outlet for your stock of Dominion Shot Shells.

Dominion Hand Traps

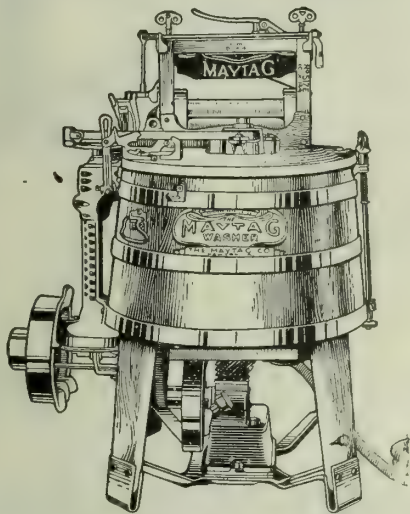
Sell to Sportsmen at
\$4.85 each.

Write to us or your jobbers for
particulars.

Dominion Cartridge Co., Limited
120 St. James St., Montreal



The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

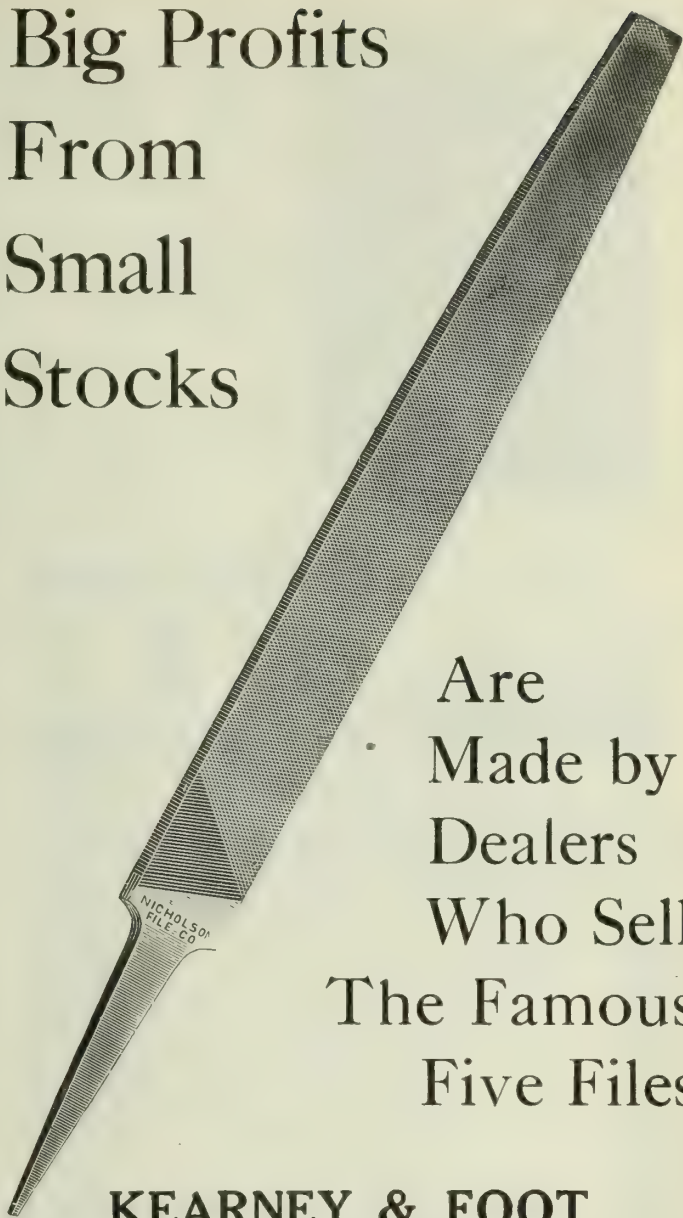
Have you joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

Big Profits From Small Stocks



Are
Made by
Dealers
Who Sell
The Famous
Five Files

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

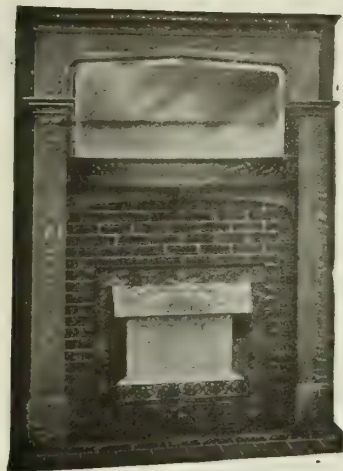
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We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue. A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover. We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers. Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

Write for catalogue and terms.

NICHOLSON FILE COMPANY
Port Hope (Jobbers Everywhere) Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Did You Ever Buy Fireplace Goods From US?

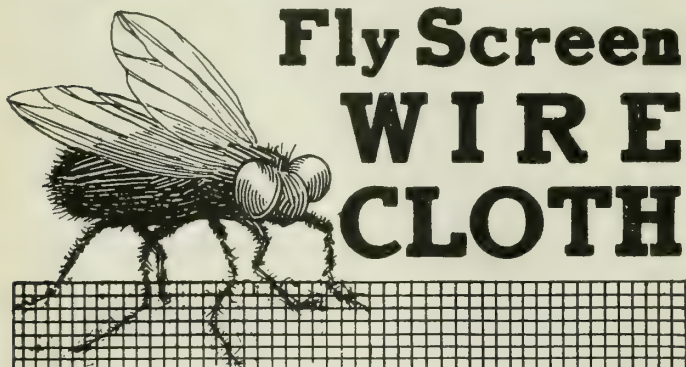
This is not merely a side-issue with us.

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WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



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OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

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Catalog on request.

**CANADA WIRE & IRON
GOODS CO.**

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Eastern Representative:
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—1835—



—1916—

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

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We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

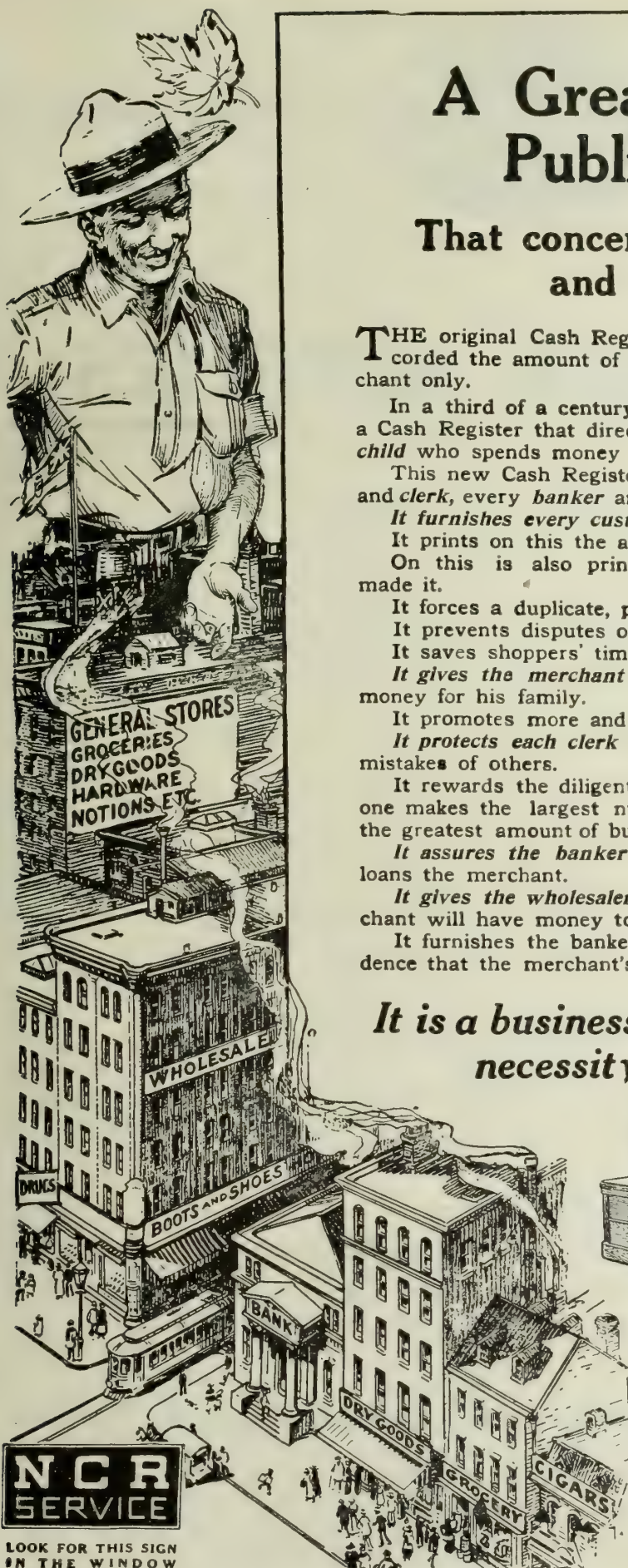
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ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.



A Great National Public Utility

That concerns all merchants and all people

THE original Cash Register rang a bell, indicated and recorded the amount of the purchase. It benefited the merchant only.

In a third of a century this old model has developed into a Cash Register that directly benefits every *man, woman, and child* who spends money in a store.

This new Cash Register equally concerns every *merchant and clerk, every banker and wholesaler* in this land.

It furnishes every customer with a receipt or sales-slip.

It prints on this the amount paid or charged.

On this is also printed the date of the sale and who made it.

It forces a duplicate, printed record for the merchant.

It prevents disputes over charges and bills paid.

It saves shoppers' time.

It gives the merchant all his profits. It gives him more money for his family.

It promotes more and quicker sales.

It protects each clerk against making errors and against the mistakes of others.

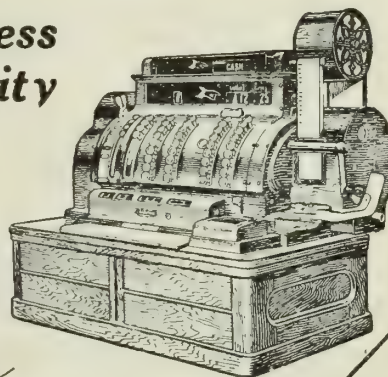
It rewards the diligent clerk by telling his employer which one makes the largest number of sales and which one gets the greatest amount of business.

It assures the banker additional security for the money he loans the merchant.

It gives the wholesaler additional assurance that the merchant will have money to pay his bills.

It furnishes the banker and the wholesaler mechanical evidence that the merchant's statement of his business is correct.

It is a business necessity



Merchants!

We have new 1916 models that give this perfect service.

Write us today or see our agent in your city and learn how you can secure one of these public service machines.

Liberal allowances will be made for old National Cash Registers that were good in their day, but do not so completely protect you or give the valuable service our 1916 models do. Address Dept. P

**The National Cash Register Company
TORONTO, CANADA**

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HARDWARE SUPPLIES

IN buying Rubber Hardware Supplies manufactured by the Canadian Consolidated Rubber Co., Limited, you are not only getting a "Made-in-Canada" product, but you are assured every advantage in price and quality that our exceptional manufacturing facilities can give you.

The Canadian Consolidated Rubber Co., Limited, is the oldest and largest rubber manufacturing concern in Canada, and for sixty years has paid particular attention to making those specialties used by the Hardware Trade.

WRITE OUR NEAREST BRANCH FOR
CATALOGUE AND PRICE LIST.

Canadian Consolidated Rubber Co., Limited
Montreal, P.Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, APRIL 22, 1916

No. 17

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JOHN BAYNE MACLEAN, *President*

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A 1916 GARAGE

-YOU-

WHO ARE BUILDING OR REMODELING GARAGES THIS YEAR, WILL CERTAINLY WANT SEVICEABLE, ECONOMICAL AND ORNAMENTAL HARDWARE.

The Stanley Works manufactures a complete line of up-to-date garage hardware; from a garage door holder, which prevents your doors from slamming, to 36-inch hinges for brick and concrete garages.

Write today for free booklet "R" on Garage Hardware.

STANLEY S.W. WORKS
NEW BRITAIN CONN. U.S.A.

←Your customers will read that advertisement this Spring in the leading

Automobile journals
Architectural periodicals
Carpenter and contractor papers
Home building magazines.

And [when they come to you for Stanley's Garage Hardware,——?

Remember, you sell it for a grade of work and to a class of people who can afford to pay you a liberal margin of profit.

Why not send for our illustrated Garage Hardware Catalog to-day,

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STANLEY S.W. WORKS
NEW BRITAIN NEW YORK CONNECTICUT CHICAGO
HINGE HEADQUARTERS
Canadian Representatives:
A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL



Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized.
This means uniform wear.

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Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN"
on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Change to Cash System Satisfactory

Fergus Hardwareman Says Strain of Looking After Slow-Pays is Too Great—Does Away With Credit System Under Which He Had Operated For Twenty Years—Farmers Would Get Cash for Produce and Ask for Credit.

An authorized interview by a Hardware and Metal representative with A. E. Nichols, Fergus, Ont.

"OUR terms now are strictly cash. Do not ask for credit. The request will positively be refused." This is the burden of the large streamer which adorns the store of A. E. Nichols, of Fergus, Ont. Mr. Nichols made the change from a credit to a cash business on January 1, 1916. The story which he told to a representative of Hardware and Metal of the history and success of this change was an interesting one.

"Up to the present I have been greatly pleased with the change," said Mr. Nichols. "I have made up my mind never to go back to the old system. Anyone who decides to take on the cash system must be prepared to stand by his guns. It will not do to flop back into the old system. Up to the present to my knowledge I have not lost a cus-

tomers in the hardware end of the business as a result of the change. In the selling of coal and wood there has been a slight falling off. I could do easily a third more business if the credit system were to be applied quite generally. But I would prefer the present system. My business this year, as compared with the first three months of 1914, and the same period of time in 1915, shows no diminution whatever.

Credit Ties Up Merchant's Money

"Of course it may be that there is more money around this year. This will be difficult to say until a longer time has elapsed. But we have progressed far enough with the system to state that we do not intend to revert to the old one. I have had an experience extending over twenty years with a credit system. This is a farmers' town. The great bulk of our business is with the farming community. I have found that the farmer always sells for cash but usually buys for credit where it is at all possible. After years of observation of the system I came to the conclusion that it is not right that the merchant's money should be tied up in articles which the farmer has on credit while the farmer in most instances has money in the bank drawing interest.

Credit Leads Merchant a Merry Chase

"I have noticed on more than one occasion that a farmer will come into town with a load of hogs, sell them, get the cash and deposit it in the local bank. Often he will come straight to the merchant and get a bill of goods for which he will ask credit. It was these things that made me decide on the change. Besides it was a difficult matter in some cases to get the money in without taking strenuous means. I found myself continually harassed and beset with the problem of getting my money. It is a merry chase that any merchant is given who carries on a credit system. I have

been a severe collector and I am glad to say that in all the twenty years I have been in business my losses from bad accounts are practically negligible. In that time I have lost only \$90 in bad accounts.

"But it is strenuous work keeping these credit losses down. One has to be on the job all the time. It is wearing work. In time the strain tells on you. It is for this reason that I decided to make the change. It is the worries connected with getting in accounts that makes many business men old prematurely. I made up my mind that I was willing to stand a 35 or 40 per cent. decrease in the business if necessary.

Only Few Short Credit Accounts Now

"There are a very few credit accounts which we carry still, such as a few of

POINTS MADE BY MR. NICHOLS IN FAVOR OF CASH SYSTEM

1. "Up to the present to my knowledge I have not lost a customer in the hardware end of the business as the result of the change. In the selling of coal and wood there has been a slight falling off."

2. "We have progressed far enough with the system to state that we do not intend to revert to the old one."

3. "With the old system it became necessary to take one's books home at night and pore over them. Now when the people come into the store they begin to feel around for their cash. It is amusing to see how they sense the cash atmosphere."

4. "It has not been necessary to reduce the price of my hardware as a result of this change. The main thing is to give the customer good value for his money. One should get what they consider a conscientious price."

POINTS MADE BY MR. NICHOLS AGAINST CREDIT SYSTEM

1. "After years of observation of the system I came to the conclusion that it is not right that the merchant's money should be tied up in articles which the farmer has on credit while the farmer in most instances has money in the bank drawing interest."

2. "It is a difficult matter in some cases to get the money in without taking strenuous means. I found myself continually harassed and beset with the problem of getting my money. It is a merry chase that any merchant is given who carries on a credit system."

3. "It is strenuous work keeping these credit losses down. One has to be on the job all the time. It is wearing work. In time the strain tells on you. It is for this reason that I decided to make the change. It is the worries connected with getting in accounts that makes business men old prematurely."

the factories, the schools and churches. But these accounts are paid monthly and in a sense are really not credit accounts. They are as good as cash, but it is necessary to extend this accommodation in order to meet the customary financial method of settlement of concerns and institutions of this kind. This class of account is not incompatible with the cash system and we do not consider that we are breaking the cash principle as laid down."

Education Necessary

Mr. Nichols stated he had not made the change without due consideration. For the past two years he has been carrying on a campaign of education among his customers. He pointed out what the credit system meant to him. It was necessary for him to pay 7 per cent. when his bills were not met with the wholesale houses, whereas the farmer would get only three per cent. for his money in the bank. "For two years I have been talking with my customers over the necessity for paying cash. When I finally decided to put the change of system into effect my customers were in a sense prepared for it. They have taken readily to the new system, and I find that it has worked out well.

Some Exceptions

"There are a few exceptions where it is sometimes even necessary to stretch this rule. For instance, a woman may come down town and leave her pocket-book at home. She needs a particular article badly and so requests that it be given to her on credit until she comes down town the next time. There may be other rare circumstances in which a merchant would be almost compelled to give credit for a short time. For these cases we have prepared an "I.O.U." form on which the customer will sign his or her name as to when they will pay. Since Jan. 1 I have had no more than four dollars on my books as a result of this system.

"This is in marked contrast with the old system where it became necessary to take one's books home at nights and pore over them. Now when the people come into the store they begin to feel around for their cash. It is amusing to see how they sense the cash atmosphere, as it were.

Balances Were Trying

"Under the credit system there was that continual annoyance through credit balances to be carried along. An account of \$15 or \$20 would be carried for a year perhaps. When the request for the money was made a small payment would often be made, with the request that the balance be carried. There was continuous worry connected with this system. You rarely knew where you were at. It is often only an excuse for the customer to get more credit than he

had before. It is a great asset to be able to know your customers. It has been largely due to this fact that I have been able to keep my credit losses down to the low figure named. Another factor which has entered into these minimum losses has been in the method adopted to get the accounts in. I accomplished it through keeping continually after those who were owing me. A statement of account was often amplified by a little personal note. This note would perhaps read as follows:

"Dear Bill: I have an account of \$300 to meet at the bank on or before May 25. This account must be met. I shall expect my money from you to help me meet this account." This straightforward appeal has in most cases been effective. There are some, however, whom it is impossible to coax or cajole into paying their accounts. It sometimes becomes necessary to take them into court. In 20 years I have only had two customers in court.

Fixing Percentage Profits

"Since the first of the year it has only been necessary to refuse credit to a half dozen. And it has not been necessary to reduce the price of my hardware as a result of this change. I have held no

hard and fast rule in fixing the percentage of profits. It is always a question of the merchant using his best judgment. On some lines there is small profit, while on others one can get a larger one. When the year's business is totallied up one should get at least 35 per cent. profit on the annual turnover. I find that it costs from 16 to 19 per cent. to do business. One should get from 15 to 18 per cent. net profit.

At a Conscientious Price

"Take in the case of nails. One rarely gets over 5 per cent. on nails at the present time. But then again some kettles are cheap at an advance of 75 per cent. The main thing is to give the customer good value for his money. It often happens that an article when it arrives is something other than was expected. In this case it might pay to clear out as soon as possible even at a loss. But here again the merchant must use his head. We must not charge more than the trade will stand. One should get what they consider a conscientious price. That price should be a fair one. The public in time will get to know that you stand for fair dealing and their appreciation will be shown through increased sales."

New Customers Secured by Demonstration

G. A. Elliott, of Brantford, States New Business Connections Have Been Established With Some of Best Families of Farming Community as Result of Demonstrations Held on April 8—Greatly Pleased With Results—Personal Touch Valuable

"I AM certainly pleased with the results. I am satisfied that the personal invitation is a far better proposition than the general newspaper appeal, especially does this apply to the country trade," stated G. A. Elliott, of Elliott's Hardware, Brantford, in response to a query from Hardware and Metal as to the actual results of their demonstration day, held on April 8. A description of this firm's methods, together with pictures of the demonstrations of their paint and stove displays, appeared in last week's issue.

"The results were pleasing," continued Mr. Elliott. "We delivered one of the stoves to-day to one of our best country families, who were not customers of mine before. This opening will enable us to get more new business.

"The advantage of getting into personal touch with your country customers is worth the effort alone.

"But from past experience the advantage or results of these special demonstrations is not to be estimated by the immediate results. The effect is felt sometimes more than a year after."

Briefly outlined, the method followed by this firm in putting on the demonstrations was as follows: A list of some twenty-two hundred selected names

was secured of farmers living on the rural free delivery routes running out of Brantford and the small towns in the immediate district. These names were forwarded to the stove manufacturers and to the paint manufacturers. They in turn sent a letter to the parties named, and the invitation of Elliott's Hardware to attend these demonstrations was enclosed in each instance. It was stated that experts would be present to explain the qualities of these particular articles and to give a demonstration.

In the paint demonstration timely advice was given as to the proper method to apply paint on particular surfaces, the right way to stir, and to answer other questions that might be posed by prospective customers. In the stove demonstration hot biscuits and coffee were served by a young lady, who baked the biscuits on the range. Those attending the exhibition were invited to partake of this luncheon after Mr. Elliott had finished explaining the good qualities of the range. Tea tables were spread in full view of the range. The demonstration was held in the stove display room, where a secluded spot could be had away from those passing in and out of the store for other articles.

Fixing War-Time Retail Prices

*Business Sense and Business Safety Demand That The Retailer Shall Estimate His Re-Sale on the Market Value Rather Than Upon the Cost to Him —
The Progress of Prices*

WHAT is my re-sale price? Should it be based upon the cost of the goods to me or should it be based upon their present value as represented by the market? This is the great question which the retail hardware merchant has to consider to-day. There is only one answer: The re-sale price should be based upon the actual market value for the protection of the retailer's interest—any other method of doing business is, to use a paradox, not doing business. Let us look into the situation.

In the first place attention is directed to the table accompanying this article; this will prove emphatically that there have been advances, and big advances—and it is only an index to the general upward movement. Throughout the whole extended field of the hardware trade there has been a remarkable rise in the prices for metal products and for practically every line of the highly manufactured goods into which metal enters and also those which have been affected by shipping conditions. The retailer is concerned directly with the effect of these advances more than the cause, but as the former follows the latter according to the laws of both nature and business it is best to first get down to fundamentals and consider cause.

What, then, is the reason for the rapid advance in prices which has been brought home to every dealer and which is illustrated in the quotations here given. Has it been that there has been an increased consumption of domestic products? No; generally the contrary. Has it been that there has been an increase in the cost of production? No, or at least not as regards the metals themselves. Then, if it has not been consumption or production we must look for some extraordinary explanation. It is found in the war. Therefore, briefly, if the war is responsible for the higher prices producers are charging it is likewise equally a reason why the dealer

should base his prices accordingly. In fact there is greater reason, for, while the producer is getting war business at high profits as well as big prices for domestic goods, the retailer has only the domestic consumption to depend upon and that in many cases has been curtailed.

To treat with cause more closely we find that while ordinary production and consumption have not increased, there

tween producers and the retailer there is to be considered the jobber in connection with heavy goods and both the jobber and the manufacturer—particularly the latter—in connection with shelf goods. Manufacturers looking to the metals as their raw materials have had to pay higher prices and their advances have been made accordingly. Jobbers handling heavy hardware are dependent on the steel mills for many lines and have not only to consider higher prices but indefinitely deferred deliveries.

Protection From the Future

This condition of affairs will last for an indefinite period. It is the indefiniteness which creates a danger. The present outlook is that the rise in prices will continue, but, at the same time, there are indications that the big interests are preparing for the reaction which is inevitable when war orders are discontinued and the mills with increased capacities find themselves with a decreased demand.

In the meantime, however, the shortage of heavy goods is acute. Wholesalers and jobbers are protecting themselves against depletion of stocks on hand by raising prices to the trade, and the trade can logically do no better than protect itself in a similar manner. Whether available stocks will be sufficient to meet demands until such times as further deliveries can be secured by jobbers from the mills is a

question which cannot at this time be answered.

The retailer is in this position: The future of his market is as uncertain as is the duration of the war itself. His only guide is the present list of prices. If he bought before the advances and sells out his present stock on the basis of what he paid for it, he may find that he will have to replenish at prices which will make it necessary for him to sell at figures showing an enormous increase while his competitor who made his advances in accordance with the market thus pro-

COMPARATIVE PRICES—MONTREAL BASIS

	Present Prices	December, 1915	August, 1915	August, 1914
IRON AND STEEL—				
Common bar iron ...	\$ 2 65	\$ 2 35	\$2 00	\$2 05
Refined iron	2 90	2 60	2 30	2 40
Horseshoe iron	2 90	2 60	2 40	2 40
Mild steel	3 05	2 55	2 10	2 25
Sleighshoe steel	3 05	2 55	2 10	2 25
Reeled machin'y steel	4 70	3 20	2 75	2 75
Tire steel	3 15	2 65	2 25	2 35
Toe calk steel	3 95	3 50	2 75	3 10
High speed steel.....	3 00	3 00	0 65	0 65
WIRE PRODUCTS—				
Wire nails	3 70	2 90	2 40	2 25
Staples, galv.	4 80	4 05	3 60	3 50
Staples, bright	3 95	3 20	2 60	2 60
Wire, smooth steel.				
No. 0-9	3 75	3 00	2 30	2 30
Barb wire	4 50	3 85	3 15	2 35
Wire, No. 9 coil spring	4 45	3 50	3 10	2 25
Wire, No. 9 plain galv.	4 40	3 45	3 05	2 15
Hay wire, No. 13 ...	3 65	3 05	2 60	2 35
SHEETS AND PIPES—				
Sheets, black, 28 ga..	3 80	3 50	3 00	2 70
Sheets, black, 12 ga..	4 45	3 25	3 00	2 75
Sheets, galv., 28 ga..	7 50	6 10	6 50	4 35
Sheets, galv., 20 ga..	7 00	5 40	5 40	3 95
Pipe, black, 1 inch...	6 63	5 10	4 59	4 33
Pipe, galv., 1 inch...	10 80	8 12	8 10	6 00
Lead pipe	14 00	10 00	9 50	7 50
ROPE—				
Pure manila	0 21	0 16	0 16	0 15
Sisal	0 13	0 11½	0 11½	0 10½
Jute	0 15	0 11½	0 11½	0 11
METAL SHEETS—				
Brass sheets	0 60	0 46	0 40	0 26
Copper sheets	0 46	0 31½	0 29	0 29½
Lead sheets	0 12½	0 09	0 09½	0 07½

has been a demand for war supplies at prices which are only limited by the urgency of the need. In other words such were the prices prevailing for the products of iron and steel and various other metals, that producers practically neglected ordinary domestic needs for a considerable period and, now that there has been a certain revival of normal buying, the values are being raised to an equal basis with those prevailing for war supplies.

This deduction in relation to cause bears upon the original products. As be-

tected stocks. On the other hand if he bought half way up on the rise, and sells on the basis of cost, rather than the higher market of to-day, he may find that before he has disposed of his stocks there will be a reaction that will take the market below his cost. This will leave him to face a loss on his surplus supplies

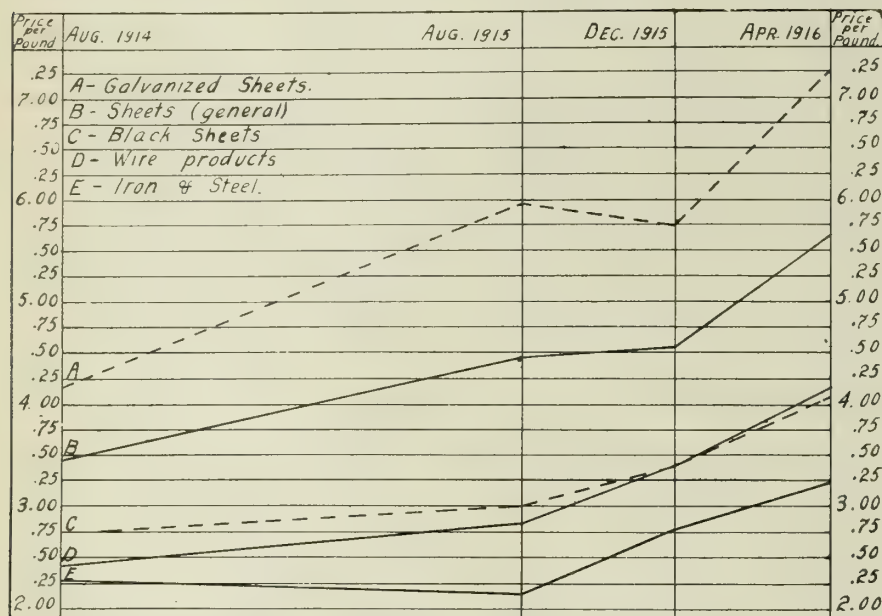
verification in the table here given, which covers many of the more staple commodities on which the metal situation has direct effect. With the metals themselves, it is very difficult to deal in periodical comparisons of prices; for the reason that, with the exception of the steady increases on iron and steel, there

copper, lead, antimony, aluminum, etc., have joined in the performances, the general effect of which of course has been gains to abnormal levels.

Iron and steel give a better idea of the influences which have been at work. Taking the first group of the table it will be found that in August 1915, a year after the outbreak of the war, the prices being paid were lower than before the conflict started. This showed the effect of a falling off in domestic consumption. However, shortly after the demand for steel for munitions began to make its influence felt and an upward movement of prices commenced which has not yet been checked. With it came a revival of domestic demand in the United States which found the mills tied up with war orders. This led to the realization that a shortage of supplies was imminent and impetus was added to the movement. Quotations are given in the table to show the level reached by the end of the year and the gains that have been recorded since that time.

Owing to the fact that so many of the lines of shelf goods are quoted on a basis of discounts it is impossible to give any comprehensive table of comparisons, but it will be found that the advances have been based upon the rising cost of the raw materials which is illustrated in the figures given.

It would probably be fitting to conclude with a repetition of the advice that it is not only business sense but business safety for the retailer to sell his goods at prices based upon the market values. The present is unsettled and the future uncertain. The fact that a reaction is a logical development should not be forgotten in fixing present prices or in overbuying at costs which may be immediately increased but which are, nevertheless, abnormally high.



This chart illustrates the movements of the markets for manufactured steel and iron since the outbreak of the war. Item "E," which covers the average price of nine items of iron and steel shows that for the first year there was an actual decline, and that during the past eight months the advance has been strong and steady. Item "D" represents eight items of wire and wire products; here the advance during the first year is comparatively slight, and may be explained in the influence of spelter on the galvanized lines. To illustrate this influence of spelter more clearly there are three heads for sheets; "B" represents the movement of the average price for both black and galvanized; "C" shows the low level of the black sheets, and "A" the high level of galvanized sheets.

without the backing of the profits he was entitled to at the higher levels.

The Upward Movement

The theory here advanced that the rise in prices of metal products has been due entirely to the war will find

have been violent fluctuations brought about by war demand and in some cases by market manipulation. In the opening weeks of the conflict tin made a spectacular advance and spelter soared. Since then both of these metals have reacted and advanced from time to time and

An Echo of J.W. Allison's Organizations

Ten Years Ago He Occupied a Prominent Place in the Minds of People Because of Companies He Had Floated—Project of Canadian Tin Plate & Stamped Steel Company at Morrisburg, Conceived by Allison & Meldrum.

AN echo of other days has come floating back, now that Colonel J. Wesley Allison is on the tapis again as the alleged promoter of mushroom companies for the purpose of securing shell orders from the Canadian Shell Committee. In 1905 and 1906 Hardware and Metal devoted considerable space to the doings of one J. Wesley Allison in connection with the organization of the Canadian Tin Plate and Stamped Steel Company, with proposed plant and mills at Morrisburg, Ont. The articles as they appeared in Hardware and Metal were widely republished in various papers in

Canada at that time. Some of the citizens of Morrisburg were greatly opposed to the establishment of such a plant there under the terms which the promoters, J. Wesley Allison and Garnett H. Meldrum, proposed. These opinions were given full publicity and a stand was taken editorially by Hardware and Metal opposing the proposed promotions in connection with the Morrisburg tin plate plant. In the issue of December 2, 1905, a resume of some of the previous transactions in which Col. J. Wesley Allison was interested was reprinted from the United States Investor, of Boston, New York and Phila-

delphia. The occasion was the failure of the Eastern Trust Company, an enterprise promoted in the United States by Messrs. Allison and Meldrum. These same gentlemen had been connected a short time previously with the Cramp Steel Company of Collingwood, which had become defunct. The article, which was reprinted from the United States Investor of January 16, 1904, is as follows:

Stockholders Insist on Liquidation

"Among the trust companies which started in New York during the heydays of flotations was the Eastern Trust Company, the promoters of which were

Messrs. Allison and Meldrum; and the attorneys for the promoters were Messrs. Brown & Wells, who have been identified with numerous enterprises, a number of which have resulted disastrously.

"Upon the first examination of the company by the banking department the latter discovered that \$50,000 commissions were charged by the above-named gentlemen for this promotion, and the department insisted upon this amount being taken out of the surplus and written off.

"Some time in April of last year Mr. Allison and other directors of the company tried to arrange for an exchange of the stock of this company for the stock of the Van Norden Trust Company. The exchange of stocks, it is claimed, would have netted the stockholders about \$150, but the engineers of the undertaking took good care that they and their associates were to get above book value, which was, at the time, about \$192 or \$193. A well known brokerage firm in the street, which had put a great many of its clients into this stock, issued a circular at the time advising their clients not to accept the proposition of merging, taking the position that if the company was to be liquidated, its own stockholders could attend to it as well as any outsider.

"Ever since this movement the company has been a laggard. Its deposits, which had at one time run up to over \$2,000,000, shrank gradually, until late in the fall of 1903 they had fallen below the million-dollar mark. The statement of January 1, 1903, showed a profit of some \$21,000. The statement of January 1, 1904, shows a profit of some \$22,000. According to the company's own figures, therefore, the officers in charge of \$2,000,000 of capital and surplus have been able to earn, in the course of twelve months, barely \$1,000. In the statement of January 1, 1904, the officers, however, show that they are carrying their bonds at book value and not at market value. Deducting the difference between the actual market price and the cost price of the securities, the company in the eighteen months of its existence has been able to show the remarkable results of an actual loss in the book value of its stock and the building up of a deposit line of barely \$1,000,000.

Just Criticism

"Considerable criticism has been indulged in by those who have been in a position to know about the large amount of loans made to any one party, and the criticism has been justly made that a concern with barely \$1,000,000 deposits is scarcely in a position to make several time loans of \$300,000 to \$400,000 in each loan. The published statement of

the company is woefully lacking in information as to the amount of time loans, demand loans and call loans.

"It is no wonder that there should be dissension in the board of managers of this concern, and that a number of the leading stockholders and directors are so thoroughly dissatisfied and disgusted with the past, present and future, and with the possibilities for getting business, that they have joined in a movement to force a liquidation of this institution."

In the issue of July 9, 1904, the same paper announced the winding up of the Eastern Trust Company.

A Philadelphia Failure

The New York Herald of September 23, 1905, gives another account of the shipwreck of one of Messrs. Allison & Meldrum's enterprises, this time the enterprise being the Philadelphia Steel & Iron Company. The article follows:

"Developments in the bankruptcy proceedings against the Philadelphia Steel & Iron Company have brought to light an underwriting syndicate that may find its operations unprofitable, filled the air with rumors of suits and disclosed another promotion of the firm of Allison & Meldrum which did not meet with success.

"The syndicate consisted of a number of brokerage firms, including Allison & Meldrum, of New York, Chicago and Canada. This syndicate, it is asserted, underwrote more than \$150,000 worth of what purported to be the first mortgage bonds of the company, and now creditors allege a first lien and that there was a prior one of \$25,000.

Organized New Concern

"The Philadelphia Iron & Steel Company is the successor to the Farrell Carbon Casting Company of Philadelphia, which had a process for making Atlas steel. Through Alfred C. Rex and Charles F. Walter, of Philadelphia, it is declared that Allison & Meldrum obtained possession of the plant and the patents of the company, organized a new concern, with a capital stock of \$1,000,000, and issued \$300,000 in bonds to meet the costs of incorporation and patents. Allison became president, with Meldrum second in command.

"Allison & Meldrum, being unable to float the bonds, went to Flint, Jones & Co., in Wall Street, offering them \$4 a thousand to underwrite. Flint, Jones & Co., now Flint, Bacon & Co., organized the syndicate, and with that list of names the promoters went to the Lancaster Trust Company and borrowed \$35,000. There were several outside purchasers, among them Greenwood & Hickey. About \$50,000 in bonds were actually sold, and how much in stock is not stated.

"The bond purchasers, discovering

that they in reality held them subject to a prior lien of \$25,000, began suit against Allison & Meldrum in the United States Court, but this action was dropped when the standing and liability of the underwriters was ascertained. The taking of testimony from the members of the syndicate, it is said now, is for the purpose of discovering the assets of the company. So soon as Messrs. Allison & Meldrum return from Canada they will go on the stand.

Mr. Allison's Record

"J. Wesley Allison and Garnett H. Meldrum are Canadians, Mr. Allison coming to New York City in 1891 as the United States agent of the Canadian Government Railway system. He is known in the business world as a promoter, and has appeared in the directorate of many companies. One of his early companies was the George Washington Lighting Company. Others were the Woods Motor Vehicle Company, until its reorganization in 1902; the Storage Power Company, Columbia Electric Lighting and Brake Company, the Guaranty Development Company, and the Artificial Lumber Company of America. In 1902 he appeared as a director of the American Cold Storage Shipping Company, the Depew Syndicate and the Cramp Steel Company, Limited, of Collingwood, Ont.; the Eastern Trust Company, the Middletown Greenfield Railway Company, the National Leather Mat and Belt Company, the Pacific Coast Iron and Steel Company, the Para Rubber Plantation Company, and the Picacho Blanco Mining Company of Arizona. He was also a director in 1902 of the Montreal and Boston Copper Company."

In a letter written to Hardware and Metal at the time that J. Wesley Allison proposed to establish a tin plate plant in Morrisburg, Ont., a citizen of that town made some caustic criticisms of the idea. Among other things, he said:

Project at Morrisburg

"Careful estimates place the cost at \$100,000 to \$125,000; added to the present debt of the municipality would mean an indebtedness of from \$200,000 to \$225,000. The assessed value of the real property is under \$500,000, a mortgage of from 40 to 50 per cent. of the assessed value. This is a fair statement of the conditions people are facing when they are asked to take stock in this company, and which the people who own property will face if the scheme goes on. Another phase is, should the power be developed, the municipality must pay the Government \$2,200 per year rent, and pay the cost of running the plant, wear and tear, for ten years, and not one cent

(Continued on page 41.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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No. 17

EDITORIAL BRIEFS

A WIDE extension of the "Paint Up, Clean Up" idea this year would greatly benefit the hardware trade. No one is in a better position to start the ball a-rolling than the local hardware merchant.

* * *

ADVERTISING that does not misrepresent the goods, but instead, establishes good-will and confidence is the kind that builds for the future.

NEW BUYING LIGHTER

REPORTS from Pittsburgh, Pa., indicate that the demand for deliveries of steel is still urgent, but that new buying is lighter than it has been for some considerable time past. It is claimed that if all orders now booked are taken out, the mills have orders enough to take their output for the remainder of the year. Manufacturing consumers, are in most cases covered for some months ahead and are less fearful than formerly of not being able to secure supplies for the last half of the year.

There is a feeling existing in some quarters, and it is shared by some of the mills that a readjustment of prices a few months hence, to a lower basis would be a good move for all concerned. The continued high prices have cut off a certain amount of steel consumption. There is still a scarcity of wire rods, and consequently extremely high prices are quoted. American firms state that there is a heavy export inquiry and Canadian firms have of late made inquiries for large quantities of rods. The American firms are not disposed to quote prices on these inquiries, claiming that they need their entire supply for their own mills and for regular customers. Most makers of rods have their outputs sold for the remainder of the year. Many mills are unable to consider orders for shipment abroad because of their inability to meet specifications for delivery. Canadian steel companies are working to full capacity and are handling a large export trade. One of the chief difficulties is in securing ocean tonnage. Canadian-made wire nails are being shipped to Japan, in fact, have been for some months past, but the quantities have

been to a certain extent limited on account of the scarcity of wire rods, the scarcity of ocean tonnage and the consequently high freight rates. Large quantities of wire and wire nails are being shipped to Great Britain and other countries. For ten months ending January, 1916, the value of wire and wire nails shipped from Canada to Great Britain and other countries amounted to \$2,999,115, or almost three million dollars for ten months. It is freely stated that Canadian manufacturers can make considerably more money on the export trade than they can on domestic trade despite the abnormally high prices prevailing locally.

CREDIT SYSTEM A HANDICAP

ALMOST every retail merchant will readily admit that a strictly cash system is with few exceptions preferable to a cash and credit system. Under the credit system a merchant's money is often unnecessarily tied up for considerable periods. To many merchants this is a severe handicap. There is always a great deal of effort required to make slow-pays settle their accounts. The loss of a few accounts will very often eat up the profits of many sales. There is a constant strain to keep the credit losses down. No matter how careful a merchant is, it is almost impossible to keep the slow-pays off the books. Indiscriminate giving of credit has almost passed out of existence, but most merchants will welcome the time when all ordinary business will be conducted on a strictly cash basis. Large department stores and mail order houses do business on a strictly cash basis. Why then should the retailer be expected to give extended credits?

Elsewhere in this issue appears an article telling how an Ontario hardware merchant has overcome the credit bugbear and is successfully conducting the cash system. The merchant in question adopted a commendable course in educating his customers regarding the advantages of the cash system, prior to its enforcement at the beginning of the year. Every retailer should read the leading article in this issue.

CRIMINAL LAW AND ITS APPLICATION TO COMMERCIAL TRANSACTIONS

Prepared for Hardware and Metal by Walter E. Lear

Second of a series prepared for Hardware and Metal. Registered in accordance with Copyright Act.

IN considering the offences of which I am about to treat—and, indeed, in reference to commercial transactions in general—it will be well that you always keep in mind a most important legal axiom, tersely expressed by the late Mr. Baron Wood in the case of *R. v. Oliver, 2 Leach, R. 1072*, where he states that, “a parting with the property in goods can only be effected by contract, which requires the assent of two minds, viz., the assent of the owner as well as that of him who proposes to become the owner.” If, therefore, a person part with his goods merely on trust, or for a specific object, or on a special understanding that they shall be returned if certain conditions are not complied with, such parting is a parting of possession only, and not of the property in them. The importance of this will be more apparent hereafter.

Section 20—Definition of Theft

Under the Criminal Code theft is defined by section 347 as the act of fraudulently and without color of right taking, or fraudulently and without color of right converting to the use of any person, anything capable of being stolen, with intent:—

(a) To deprive the owner, or any person having any special property or interest therein, temporarily or absolutely of such thing or of such property or interest; or,

(b) To pledge the same or deposit it as security; or,

(c) To part with it under a condition as to its return which the person parting with it may be unable to perform; or

(d) To deal with it in such a manner that it cannot be restored in the condition in which it was at the time of such taking and conversion.

(2) Theft is committed when the offender moves the thing or causes it to move or to be moved, or begins to cause it to become movable, with intent to steal it.

(3) The taking or conversion may be fraudulent, although effected without secrecy or attempt at concealment.

(4) It is immaterial whether the thing converted was taken for the purpose of conversion, or whether it was, at the time of the conversion, in the lawful possession of the person converting.

Section 21—Ingredients of Theft

Certain elements, or, so to speak, in-

gredients, constitute each offence known to our laws, and unless we possess a clear conception of each ingredient, it is utterly impossible that we can form anything like an accurate opinion as to whether certain acts and facts do or do not amount to an offence. The absence or insufficiency of any one vitiates the whole. The ingredients of theft are—

(1) A fraudulent taking without color of right,

(2) Without the consent and against the will of the owner; and

(3) With an intent on the part of the taker to convert the property to his own use.

Section 26—Without Consent and Against the Will

The taking of property may be otherwise than by forcible abstraction against the will of the owner; as where one with an intention to steal induces you by means of some artful device or trick to part with the mere temporary possession of your goods, you not for a moment meaning to divest yourself of your ownership. This is technically termed a constructive taking.

Section 27—Distinction Between Theft and False Pretence

Later on I shall have occasion to direct your attention to the subject of cheating, or obtaining goods by false pretences, then you will perceive the importance of well understanding the point we are at present considering; for the main distinction between stealing and obtaining goods by false pretences is that in the former case you never intended to divest yourself of your ownership, but in the latter you did, and on the faith of some statement or pretence you wholly and entirely dispossessed yourself of your property, and transferred it to another as completely as when you sell your goods and receive the value therefore. While I shall hereafter discuss this matter at some length, I am now anxious that you should keep it in mind while considering what is theft, for the purpose of facilitating our subsequent inquiries. What constitutes a taking such as I have just indicated will be more clearly manifest by reference to a few reported cases.

Section 28—Changing Money

In the case of *R. v. Williams, 6 C. v. P. 390*, the prisoner went into a shop and

asked for change for half-a-crown. The shopman gave him two shillings and sixpence, and the prisoner held out the half-crown, but just as the shopman took hold of it by the edge the prisoner ran away with the change and the half-crown. Upon an indictment for stealing the two shillings and sixpence he was convicted of theft.

In another case *R. v. Oliver, 2 Leach 1072*, the prisoner proposed to give a merchant gold for bank notes, and upon the merchant laying down some bank notes for the purpose of having them changed for gold, Oliver took them up and went away with them, promising to return immediately with the gold, but in fact he never did return. The judge left it to the jury to say whether the prisoner had the intention, at the time he took the notes, to steal them, for if they were of that opinion, the case clearly amounted to theft. Now under section 347 of the Criminal Code, Oliver would be guilty of theft even if he had had the intention of returning with gold. The fact that he did not do so would be sufficient to justify his conviction.

Section 29—Pretending to Discount Bill

In the case of *R. v. Aickles, 2 East 675*, Aickles agreed to discount a bill for the prosecutor, and the bill was given to him for that purpose; he told the prosecutor that if he then sent a person with him to his lodgings, he would give him the amount, deducting the discount and commission; a person was sent accordingly, but, upon reaching the lodgings, the defendant left the messenger there, and went out on pretence of getting the money, but never returned; the judge left it to the jury to say whether Aickles obtained possession of the bill with intent to steal it, and whether the prosecutor meant to part with his property in the bill before he should have received the money for it; the jury being of the opinion that Aickles intended to steal the bill at the moment he got it into his possession, and further, that the prosecutor never meant to part with his property in the bill until he should receive the money for it convicted the prisoner, and the judges afterwards held the conviction to be right.

EVENTS IN THE TRADE

Business Changes

Marengo, Sask.—C. H. & R. McLeod, hardware, have sold out to Johnson Kyle.

Brookville, Ont.—Thos. Morrison, stoves and tinware, has sold out to N. Walker.

Teeswater, Ont.—R. J. Mann, dry goods and hardware has sold out to John Macwhinney.

Winnipeg, Man.—The Campbell Heating Co. will be continued by Lorne A. Campbell, Malcolm Campbell is retiring.

Strathclair, Man.—Geo. Manson & Sons, general store and hardware, has sold the hardware stock to R. E. Barradell.

Peterboro, Ont.—The Morgan Hardware Co. has been sold to John Bailes & Sons, who also have a store at Oshawa, Ont.

Lucknow, Ont.—John Bell has withdrawn from the partnership of Bell & McLeod, and has sold his interest in the business to John Joynt, who will conduct the business with Mr. McLeod.

Earl Gray, Sask.—The partnership heretofore existing between Alex. B. Cruickshank and Maynard McPhee, under the name of Cruickshank & McPhee, has been dissolved. The business will be continued by Alex. B. Cruickshank.

Estevan, Sask.—N. Wolfe & L. J. Morris, of the Estevan Hardware Co., have dissolved partnership. Mr. Morris and S. Sachs have assumed all liabilities of the Estevan Hardware Company's creditors.

Estevan, Sask.—Albert Perry, who has for some years been actively engaged in the store of T. M. Perry, has entered into partnership, and will take full charge and management of the business, while Truman Perry will retire from the management, and will engage in partnership with Arthur M. Ellis in the Maxwell Motor Car agency for Southeast Saskatchewan. The new firm will be known as the Perry Hardware Co.

Incorporations

The Joliette Steel Co., Ltd., has been incorporated at Ottawa, Ont., with a capital of \$100,000, to manufacture steel, iron and other products. Head office, Montreal.

The Reliance Foundry, Ltd., has been incorporated at Ottawa, Ont., with a capital of \$50,000, to carry on business as general founders and manufacturers

of soil pipes and fittings of all kinds. Head office, Montreal, Que.

The Canadian Aloxite Co., Ltd., has been incorporated at Ottawa, Ont., with a capital of \$100,000, to manufacture abrasives, chemicals, spirits, explosives, and other products. Head office, Stamford, Ont.

The Burlington Metals Co., Ltd., has been incorporated at Toronto, Ont., with a capital of \$40,000, to manufacture articles consisting of copper, brass, bronze, iron and steel or other metals. Head office, Hamilton, Ont.

The Barton Feeders Co., of Hamilton, Ont., has been incorporated to manufacture furniture, nails, horse shoes, machinery, tools, vehicles of all kinds, etc., \$40,000 capital, by Hugh J. McKenna, Llewellyn F. Stephen, William J. Lord, and others, all of Hamilton, Ont.

Moved to New Quarters

The Bright Star Battery Co. announce that on May 1, they will move from their present quarters 430 West 14th street, to new quarters at 316-322 Hudson street, where they will have more room and better facilities for handling their growing business.

Hardwareman Killed in Action

Lance-Corporal J. R. McLeod, who prior to enlisting, was engaged with Frothingham & Workman, Limited, Montreal, has been reported as killed in action in France on March 20. Lance-Corporal McLeod joined the 42nd Highlanders' Oversea Battalion shortly after the outbreak of the war. Prior to his connection with Frothingham & Workman he was a traveling salesman with a Halifax hardware house.

Western Notes

A. E. Stunden, of the Mainer Electric Co., Winnipeg, was married to Miss Adair, of Winnipeg, on Saturday, April 15. Mr. and Mrs. Stunden have gone to Indianapolis for their honeymoon.

Dominion Company to Operate Cutlery Plant Near Montreal

The war which has had the effect of cutting off European supplies of cutlery and interfering with imports from England, with attendant advances in prices, has proven a favorable influence in encouraging the manufacture of a number of lines, particularly those of cheaper quality in Canada. A charter has been

issued at Ottawa incorporating the Dominion Cutlery Company, which will manufacture a number of lines near Montreal. Officials of the company state that a number of orders have been booked, and the outlook for the future, both before and after the end of the war, is promising, as many of the cheaper goods came from Germany, and it is expected that Canadian makers will be in a much better position to compete in the future than they have been in the past. It is planned to manufacture knives, forks and spoons, jack knives and razors.



RETAIL MERCHANTS GATHER AT FREDERICTON

At the second annual convention of the New Brunswick Retail Merchants' Association, held at Fredericton, April 12 and 13, resolutions were adopted pledging the merchants to endeavor to prevent the sale of goods of alien enemies and to encourage the sale of Canadian goods.

The convention also recommended that all places of business in Canada should be called by Canadian names and that, in all advertising, Canadian goods should be emphasized.

Bond Collection Agencies

Other resolutions adopted included one in favor of a provincial act providing for the bonding of all collection agencies doing business in the province, and in favor of a Dominion act permitting manufacturers to fix the retail prices of their goods to protect their trade-marks.

Officers for 1916-17

Officers elected for the coming year are: President, A. Murray, Fredericton; first vice-president, F. W. Daniel, St. John; second vice-president, W. G. DeWolfe, St. Stephen; treasurer, Allan McIntyre, St. John. The appointment of the provincial secretary and the selection of the next place of meeting, which probably will be Moncton, were left to the executive.

E. M. Trowern, of Toronto, secretary of the Dominion Board, was present at the sessions and addressed the convention. During their stay in Fredericton, the delegates inspected several of the leading industries and on Wednesday evening they were the guests of the business men of Fredericton at a dinner in the York Hotel.

\$3,500,000 Will Be Spent by C.P.R.

J. S. Dennis Amplifies Announcement Made by Lord Shaughnessy and Upholds Latter's Views—To Spend Money on Farms For Soldiers

The providing of employment for returned soldiers is a question that is demanding nation-wide attention, and it is with great satisfaction that Canadians learn that the Canadian Pacific Railway is to take action in this regard.

Mr. J. S. Dennis, assistant to the president of the C.P.R., has just returned to Calgary, and was asked details of the scheme planned by Lord Shaughnessy. Mr. Dennis replied:—

Lord Shaughnessy's Decision

"The decision of Lord Shaughnessy to provide through the Department of Natural Resources of the Canadian Pacific Railway farm homes for our returned soldiers is a further proof, if any were needed, of his willingness at all times to devote his great energy and ability, and the resources of the company, to the solution of the problems facing Canada as part of the empire.

The extent and magnitude of the work of preparing 1,000 farms will be realized when it is noted that it involves: Building 1,000 houses; building 1,000 barns; constructing 1,300 miles of fence; digging 1,000 wells; breaking and cultivating 50,000 acres; the buildings will require about 20,000,000 feet of lumber to erect. The preparation of these farms will entail an expenditure of about \$3,500,000.

Enlistment Question

"One thousand farms will, of course, provide for an extremely small proportion of returned soldiers who will want to obtain farm homes, and the Dominion Government must adopt some general policy of providing these homes. However, the Canadian Pacific Railway has led the way in trying to solve the pressing and troublesome question and no doubt before long the Dominion Government will announce its general scheme.

An Immense Project

"The enlistment of the 250,000 additional men called for by the Government will, of course, double the number to be taken care of after the war is over, and also causes a serious present problem. The western provinces have responded nobly to the call of the Empire in enlisting men to fight our battles, and already there is a serious shortage of labor of all kinds, due to this enlistment. In the effort to meet this shortage, the Dominion Government is now advertising in some 4,000 papers in the United States for 50,000 laborers to come west and help put in the crop this spring. They find that there is no chance of getting this number of men, and have announced

that from 3,000 to 5,000 is the greatest number that can be obtained.

Shortage of Labor

"The recognition of this shortage of labor by the Department of the Interior, and the efforts they are making to meet the situation by bringing men from the United States is a contradiction of the statement made at a meeting in Montreal a short time ago by Gen. Sir Sam Hughes, Minister of Militia, that the enlistment of men in the West was not causing any shortage of labor, and is a proof, if any were needed, of the soundness of the policy of recruiting advocated by Lord Shaughnessy at the same meeting. Every true Canadian realizes that Canada must ultimately send her last man and spend her last dollar to enable the Empire and her allies to bring the war to victorious termination, but why enlist men before they can be used.

Transporting Troops

"It is now recognized that under the most favorable circumstances it will be the end of the year before all the men now enlisted can be transported across the Atlantic, and after that date, at most, 10,000 men a month can be sent forward. Many of the battalions now authorized are very much below their full strength, and it will be many months before they will have succeeded in enlisting their full quota of men. Why then go on authorizing additional battalions and removing men from the useful employment of helping feed the Empire or supply it with munitions until they can be utilized in the firing line?

Western Canada's Loyalty

"Of the men already enlisted, Western Canada has provided much more than its share on the basis of population. As Western Canadians we are proud of that fact, but why drive a willing horse off its feet, particularly when its energies can be utilized in the meantime to such great advantage in other ways, and it can be kept in good condition for the time when its full strength can be properly applied in the supreme crisis?"



The Value of Observation

It is by observing the other fellow at work or play or buying or selling that we get a new perspective on our own mode of thought and action. The cheapest kind of a mistake to profit by is the other fellow's. It is an education that lies at all our doors and that only requires a slight part of our powers of concentration to insure a cheap course in self improvement.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

TRADE INQUIRIES

320. **Asbestos cement sheets.**—A London firm of engineers are in the market for 250,000 square yards of asbestos cement sheets, 3-16-inch thick, and invites quotations from Canadian manufacturers.

221. **Domestic woodenware.**—A London firm desires the addresses of Canadian manufacturers of domestic woodenware.

323. **Belting agency.**—A firm in Glasgow which formerly represented large German importing houses wishes to obtain the agency of Canadian manufacturers of rubbers, leather and canvas belting. Best references.

324. **Brass steam fittings.**—A Glasgow firm wishes to obtain the representation of a Canadian house for the above. Satisfactory references.

325. **Steel billets and wire rods.**—A Coatbridge firm asks for Canadian sources of supply.

326. **Rolled steel joists; bars of all sections, rivets and bolts.**—A Glasgow house will be glad to receive catalogues and quotations c.i.f. Glasgow quay.

227. **Steel joists.**—A large Glasgow firm would be pleased to receive quotations for say 150 tons steel joists to the following sections, or nearest procurable sizes: 9-inch by 4-inch by 21 pounds, 8-inch by 4-inch by 18 pounds, 7-inch by 4-inch by 16 pounds, 6-inch by 3-inch by 12 pounds, 5-inch by 3-inch by 11 pounds; all in 40-foot lengths.

328. **Galvanized fencing wire.**—A Glasgow firm desires to know if galvanized fencing wire can be obtained from Canada. Supplies formerly procured from Belgium.

329. **Iron or steel bars.**—A Glasgow firm is open to purchase iron or steel bars, notably bulb tee bars 1½ by 1½ equal 2½ pounds per foot, and varillas ¾ inch by ½ inch by 8 oz. ft.

330. **Tinned steel mattress wire.**—A firm at Liverpool manufacturing wire mattresses would like to receive quotations from Canadian manufacturers of tinned steel mattress wire in 21½, 22½ and 23 standard wire gauges.

331. **Wood screws.**—A firm of wholesale hardware merchants at Manchester wishes to be placed in touch with Canadian manufacturers of wood screws from ½ inch to 3 inches.

335. **Broom and hoe handles.**—A firm of Hull importers wishes to be placed in touch with shippers prepared to supply broom and hoe handles.

338. **Machinery.** The director of a railway in India who has made arrangements for the building of a new plant wishes to be put in touch with Canadian manufacturers of saw mill and veneering machinery.

340. **Nails.**—A New York firm of exporters desires to be placed in touch with Canadian manufacturers of wire nails, wrought nails, and galvanized wrought nails to be used for boat building purposes.

246. **Felts and wires for paper machines.**—The manager of a paper mill in India wishes to secure quotations c.i.f. Calcutta on felts and wires for paper machines and to get into touch with Canadian manufacturers of equipment and supplies for pulp and paper mills.

Manufacturers Have New Vision

New Brunswick Stove Manufacturer Says Canadians Will Drop Their Swaddling Clothes as a Result of the War—Making a Bid for Export Trade—Making New Lines.

An authorized interview by a Hardware and Metal representative with W. S. Fisher, President, Enterprise Foundry Co., Sackville, N.S.

IN my opinion we are in the dawn of a new era for the Canadian manufacturer. This war has helped to shake off the swaddling clothes and the provincialism of manufacturers. It has given them a new vision of the possibilities of trade expansion. They have been given new courage. New ideas have been fostered as the result of the impetus which has been given through the manufacture of munitions of war of various descriptions. They are becoming more aggressive, more wideawake, to development along many lines. When the war is over this is not going to stop. The vision which the manufacturers have caught will carry them into the wider field, and make possible the ever-expanding trade of Canada," declared W. S. Fisher, of St. John, N.B., president of the Enterprise Foundry Company, to a representative of Hardware and Metal, who called on him at the King Edward Hotel, Toronto, during his brief stay in this city. Mr. Fisher is on his annual trip to the West to visit their branch at Saskatoon, and also to make a visit to Edmonton.

"As an instance of the way this works out, we are ourselves making a bid for the export stove trade. Situated as we are on the eastern seaboard, we are in a favorable position to reach the wider markets of the world. We have recently issued a catalogue for this export trade, and in other ways we are getting ready to test the possibilities for export.

New Industries Developing

"As an example of the way it works out in other lines there was brought to my attention not long ago a manufacturer who had undertaken the making of a new line of gloves. This particular kind of glove had heretofore not been manufactured in Canada. They were all imported from abroad. But this particular manufacturer has been successful in making an article which compares in quality with the imported product and his trade has been quite satisfactory. This is but one instance. It is no doubt the experience of thousands of manufacturers. Their eyes have been opened to the possibilities in these new lines, and they have had courage enough to embark on their manufacture.

"In the iron and steel industries there are also examples of other ramifications of this broader vision. With the impetus secured through the war orders they

have passed out of the infant industry stage. Possibilities have been presented of manufacturing the by-products of the steel industry, and new branches have been added to their plants for this purpose. This applies in the manufacture of articles for certain kinds of explosives. What has been their experience no doubt has been multiplied many times by other concerns.

"With the end of the war there should be a great influx into Canada to take up agricultural pursuits, to engage in mining, fishing and lumbering. Men will in hundreds of thousands of cases feel the



W. S. FISHER

President Enterprise Foundry Co.

call to the free life of the open spaces. They will no longer be content to go back to office work after having experienced the life of the soldier. All these things should operate to give us a greatly increased population after the war. The fact that Canada has sent her sons to the battlefields of Europe has placed Canada on the map in a way that no other incident ever could. Canada is in the thoughts of all who are interested in this war. This factor of immigration should greatly increase our domestic markets."

Condition in Stove Industry

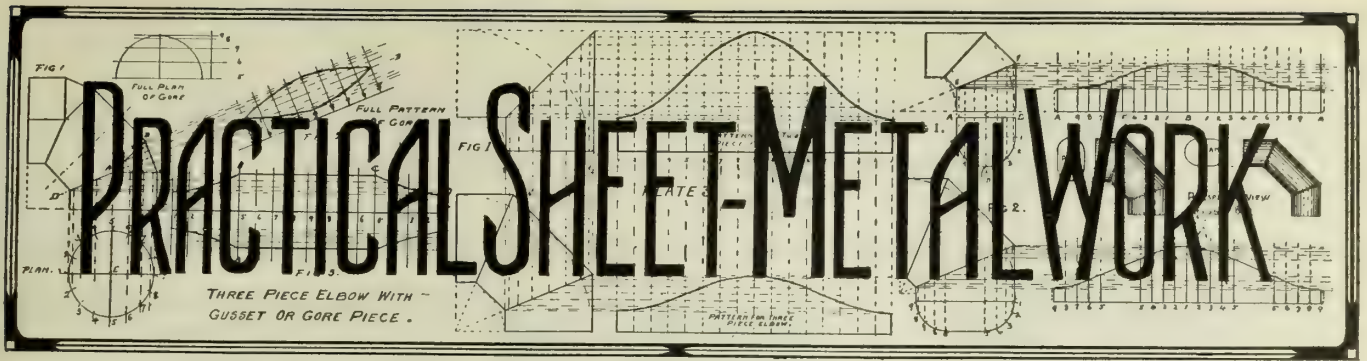
Mr. Fisher stated the business conditions in the manufacture of stoves has shown much improvement within the past six months. "Since September and October of last year there has been a gradual betterment of conditions. With the good farm crops the agricultural section of our people have felt free to make purchases of stoves and ranges. In the manufacture of furnaces and ranges there has not been any marked increase as yet. Building of new houses has not as yet started to any considerable extent. In our Sackville foundry we are now employing in the neighborhood of one hundred men. The years 1912 and 1913 were our high-water business years. At that time we were employing in the neighborhood of 150 men.

Increased Price of Raw Materials

"We have, of course, been hampered by the shortage of materials in certain instances and in the increased cost in almost every line. There have been advances all the way from 10 per cent. to 300 per cent. The advance in some of the materials which we use in our business are as follows:—Pig iron, 40 per cent.; steel, 65 per cent.; copper, 125 per cent.; stove bolts, 100 per cent.; plating supplies, 20 per cent.; urns, 10 per cent.; nickel bands and rings, 12½ per cent.; furnace rings, 15 per cent.; galvanized iron, 75 to 100 per cent.; coke, 25 per cent.; hard coal, 40 per cent.; steam coal, 10 per cent.; moulding sand, 25 per cent.; black lead, 50 per cent.; riddles and shovels, 25 per cent.; nails, 50 per cent.; aluminum, 300 per cent.; emery and emery wheels, 100 per cent.; wrapping paper, 75 per cent.; glue, 25 per cent.; lacquer, 30 per cent.; lumber, 20 per cent.; war tax, 7½ per cent."

Sons With Canadian Forces

Mr. Fisher has one son at the front, who left with the first contingent, and was recently wounded, but is now in France again. Another son is in charge of a battery of artillery, which is awaiting orders to proceed overseas. From his family there are also two nephews and four nephews-in-law, who are with the Canadian forces.



BY THOMAS STANFIELD

IN this article is shown an elbow made up of five pieces, but in reality it is simply a regular three-piece elbow, the two extra pieces are gore pieces, or gussets. This style of elbow is often very convenient in ventilator work, and if carefully made, has a much neater appearance than the ordinary three-piece elbow. The writer has found it very convenient when a 5-piece elbow was required, particularly when a short throat was also necessary. Every tinsmith is aware how awkward it is to make a short-throated 5-piece elbow. To develop the patterns for this elbow, proceed as follows:

First draw an elevation, as shown in Fig. 1, which is done in the same way as when drawing the elevation of a three-piece elbow. From A draw parallel lines, as shown, to form the gore. A shows the perfect centre of the elbow.

Next connect these two lines as shown

at B C. This will complete the gore. Line D forms one-half of the mitre, and

This is Article 12 of a new series of practical problems for sheet metal workers, prepared by a practical man especially for the readers of Hardware and Metal. Hardware merchants conducting tinshops have told us that they and their men have found Hardware and Metal's sheet metal courses to be of inestimable value to them, and in many cases they have filed the problems, with the result that they now have several complete courses which employees consult when confronted with sheet metal working problems.

must be extended as shown by the dotted line, which would take the place of

a stretchout line for pattern of the gore piece. From point A draw a vertical line downward and with compasses draw a circle. This will be the plan of elbow.

Divide circle into equal parts, 1, 2, 3, 4, etc. Then erect dotted lines in the direction shown until they intersect the various mitres which are necessary for both the pattern of gore and elbow. Then extend these lines from A C to A B. From the points developed, draw the dotted lines as shown which run parallel with dotted stretchout line D.

Next draw a solid line, Fig. 2, and transfer the points shown in plan of gore to the solid line, 5, 6, 7, 8, 9, 8, 7, 6, 5, this being the total length of the gore pattern. Erect solid lines from these latter figures which will then intersect all the dotted lines running parallel with centre dotted line D. At points of intersection is shown the pattern of gore.

(Continued on page 41.)

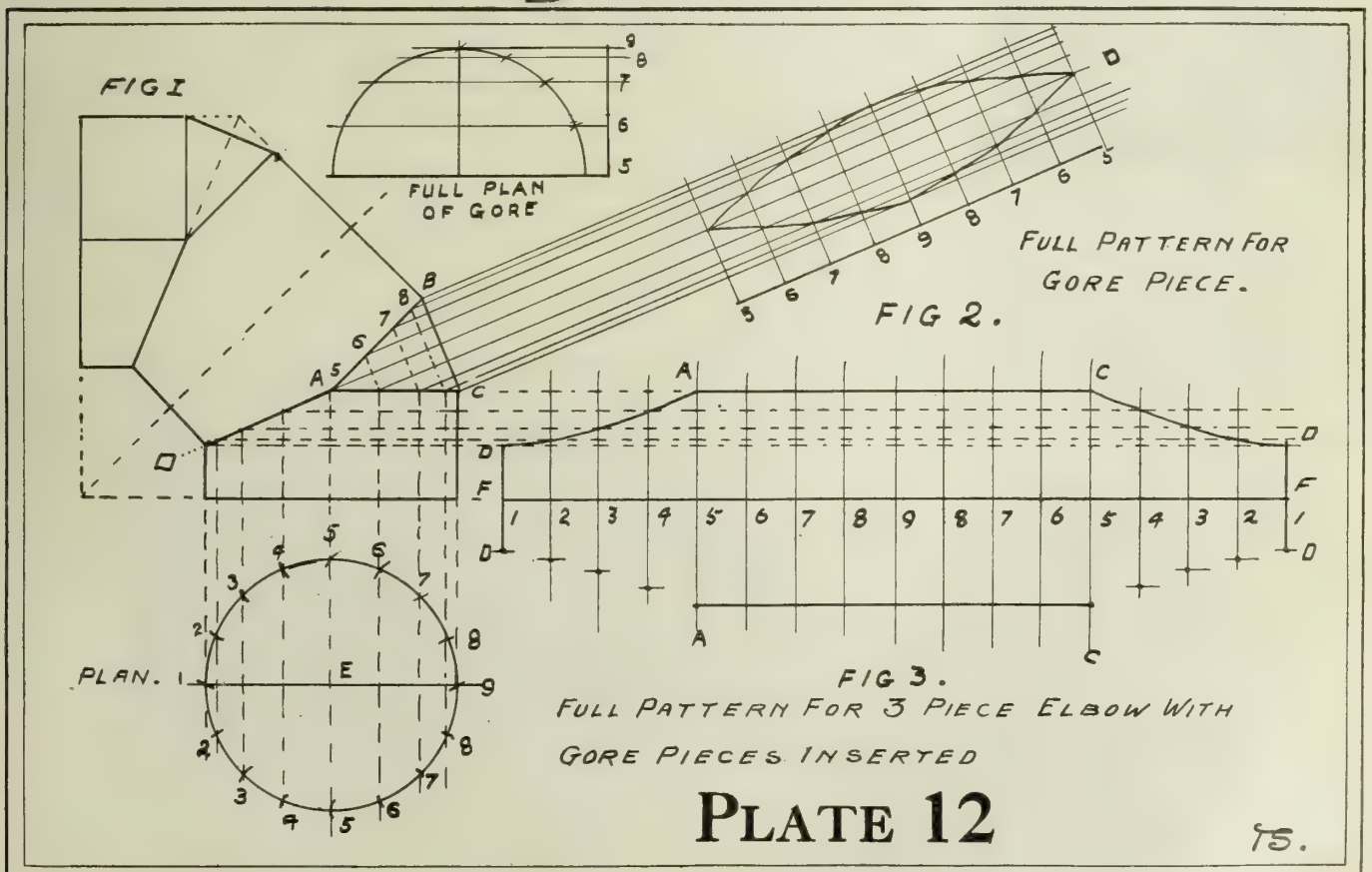


PLATE 12

75.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MAGIC CISTERN FILTER

Springfield Filter Co., Springfield, Ohio, offers to the trade the Magic Cistern-Filter here illustrated. The makers state that the filter is a simple and inexpensive device that any tinsmith can install in ten to fifteen minutes. It will strain and filter every drop of water before it goes to the cistern.

The filter is attached to the side of the house in such a way that all the water from the roof is taken in at the top—passed through an automatic strainer, and then filtered through a twelve-inch bed of the purest charcoal before it passes into the cistern.

The automatic strainer removes all the refuse, such as leaves, bugs, sticks,



Magic Cistern Filter

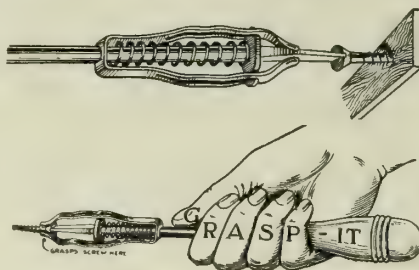
worms, birds' nests, etc., then the charcoal filter removes all the finer particles of objectionable matter and sends the water into the cistern as clear as crystal.

The makers state that the complete device is made of the rust-resisting galvanized iron, and with ordinary care will last from ten to twenty years.

GRASP-IT SCREWDRIVER

The Grasp-It screwdriver here illustrated is offered to the trade by F. Le-wald & Co., 200-206 West Adams street, Chicago, Ill. The makers claim that the tool is a combination screw holder and screw driver. It holds the screw securely, going in or out.

The makers also claim that the bit of the screw driver cannot slip out of the slot in the head of the screw, and that this is a particularly desirable feature when working around machinery. For removing screws you use the screw driver

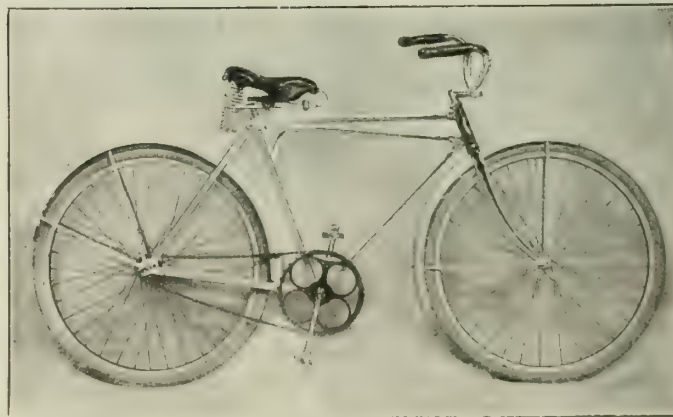


Grasp-It Screwdriver. Upper cut shows it in use as an ordinary screwdriver.

as an ordinary screw driver until the screw is started, then use the grasp-it feature and the screw comes out, held on the point of the blade. The device is suggested as being suitable for use as an advertising article for distribution to customers.

READING STANDARD FLYER

The Reading Cycle Mfg. Co., Reading, Pa., has announced to the trade a new model bicycle known as the "Reading Standard Flyer." This machine, the company points out, has a distinctive style of frame construction. It has a new design of Gothic head ornamentation and is usually finished in white enamel, with either a green or red head. The machine is fitted with a one-piece crank hanger of special design and construction. It has a high grade equipment and tires and lists at \$40. The list of course is subject to discount to the trade. The machine can also be furnished in a handsome shade of imperial blue with a white head.



The "Reading Standard Flyer."

ELECTRICALLY OPERATED GARAGE DOOR

Richards Wilcox Canadian Company, Ltd., London, Ont., have produced a new product in the form of an electrically operated garage door. The door is opened and closed by means of push buttons located at any desired point. The motor is specially wound for the purpose, and the device can be applied to any type of door. It is specially recommended in



Richards Wilcox electrically operated garage door.

connection with the No. 435 sliding, folding door in four sections. The makers state that with this device a stenographer in the office can operate the doors, thus saving the time of a man during cold weather. There is also a saving in heat through the prompt operation of the door.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Although a number of important price changes have taken place during the past week, they have not been as numerous as in previous weeks, and it would seem as though manufacturers and wholesalers have advanced the prices on most of their lines to levels warranted by the high and unprecedented costs of raw materials. One of the chief difficulties now looming up is the shortage of many lines of hardware. These shortages have been predicted for many months past and are now being felt in reality. Owing to shortages of raw material and labor, many manufacturers are unable to meet the demands made upon them. Some firms are already one to two months behind in deliveries. Wholesalers are complaining about slow deliveries, owing to the freight congestion on the railways. The opening of navigation will afford some relief and cargoes are now being placed aboard many of the lake boats. Spring goods have started to move in heavy volume. Country trade is good. City trade is showing some improvement. The linseed oil market is weaker than it has been for some time past. Advances for the week include: black sheets, miscellaneous nails, pressed spikes, cut nails, wire cloth, set and cap screws, hoop steel, roofing materials, wringers, gloves and mitts, ammunition and firearms, hay carrier goods, boiler plates. New prices on binder twine for 1916 were shown in **HARDWARE AND METAL** last week. Some firms have not yet announced their prices, but it is expected that the prices shown last week will prevail generally.

MONTREAL

MONTREAL, April 20.—With the conditions in the market in relation to manufactured iron and steel showing practically no change—and certainly no improvement—since last report, interest this week rather centres itself on the situation as regards the more highly manufactured lines. Here it is noted that the readjustments of prices to higher levels are less in number than they have been for months. This would seem to indicate that manufacturers have raised the great bulk of their goods to price levels warranted by the higher costs of raw materials. However, on the other hand, wholesalers report that there is increasing difficulty in getting supplies and manufacturers of general hardware are asking forward datings on their shipments. These stock shortages appear to have been brought about by two things: Manufacturers who have had war orders have been neglecting their normal output and that the revived demand for their goods finds them short of stocks; the embargo of American railways on certain freights had the effect of delaying supplies of needed materials and therefore curtailing output. The makers of highly manufactured hardware would, therefore, seem to be facing some of the difficulties of the dealers in iron and steel products who are unable to get supplies owing to producers devoting themselves to war production. In this

latter connection the tendency of prices is still upward and may continue so for some time, although the reaction which appears to be inevitable should not be forgotten in laying in heavy stocks.

Business is moving with a rush. The first of the boats have already begun to get their cargoes aboard to take advantage of the earliest opportunity to move down the river and the trade, with the great bulk of the deferred shipments prepared, is ready for the annual rush of a couple of weeks following the opening of navigation. In addition reports indicate that the volume of new orders, especially from outside the city, is very satisfactory for the season of the year, while there is some evidence of an eleventh-hour interest in the spring trade in the city; evidently city buying has been put off until the actual demand developed.

Advances for the week include: black sheets, miscellaneous, nails, pressed spikes, cut nails, wire cloth, set and cap screws, English pulley blocks, sand and emery papers, hoop steel, roofing papers, wringers, and Winchester ammunition. Castor oil is lower. Higher prices are being predicted for: tin plate, boiler tubes, black and galvanized pipe, horseshoes, and ammunition. Practically no changes have taken place in the metals but there are indications of early advances on tin, spelter and copper.

Tin is Very Strong.—Under the influence of the factors for strength which were referred to last week, tin has taken an upward trend and quotations are very strong, although generally given as at previous report. London has maintained a strong position but there has been an easier tendency in the United States where prices have been marked down about one point. Montreal quotation: 52½c-53c—strong.

Copper Develops Strength.—Although there has been no general change in the local quotations since last report, copper has developed strength and higher prices are to be looked for. New York has shown advances from one to two points since last report, under the influence of continued buying. The orders for the first two weeks of April were the biggest buying weeks ever known in the trade. These orders were estimated at one third of the total output of the year. Montreal quotations: 32c-32½c—strong.

Spelter Tending Upward.—Reports in the local market for spelter are to the effect that the tendency is to higher levels and that advances are to be expected in the near future. New York has shown net advances of more than one point recently, but late reports indicate that the situation is dull although the falling off in the demand has had no effect on the prevailing prices. Had the buying kept on at the pace it was going, it is stated that there would have been nothing to have prevented further advances. Montreal quotation: 22½c-23c—tending upward.

Lead Firm and Unchanged.—The lead situation shows no change and last prices are well maintained. New York reports that conditions in the outside market there are very unsettled, although the Trust has shown no disposition to change its quotations. The fluctuations of the outside prices appear to be due to the fact that there are nearly always buyers who are willing to take a change against the Trust figures. Montreal quotations: 10¾-11c—steady.

Solder Steady.—The situation as regards solder continues steady and firm under the influence of the market for tin and other metals entering into its manufacture. Quotations: Commercial half-and-half 30½-31c; Strictly half-and-half 32½-33c.

Other Metals.—As regards the other metals there is practically no change, and quotations are generally as at last report. Antimony has declined another cent and a half at New York but the local quotation of 48c holds; aluminum is featureless and continues at a nom-

inal quotation of 68c in this market; sheet zinc is steady at 31c for casks and 31½c for part casks.

Iron and Steel Situation.—The situation as regards manufactured steel and iron continues much as has been described in recent reports. There is no improvement in the outlook for deliveries and the acuteness of the shortage of tin plate, sheets, etc., continues to increase, while it is predicted that there will be higher prices shortly for pipe and some other lines. The indications are that the pressure in the steel trade will continue for months, but at the same time there has been lacking for some time the feverish buying of a few months ago and the feeling appears to be increasing that the future will be able to take care of itself, even though prices continue to higher levels for some time to come.

Black Sheets Advance.—There has been another advance on black sheets, particularly affecting the heavier gauges—from 16 to 28. This market has been very unsettled recently, owing to the fact that there has been a serious difficulty in getting supplies of the thinner gauges—16 and below—and the prices for these gauges have been advanced out of the usual proportion, at the same time some jobbers with larger stocks than others have not taken full advantage of the situation and a difference in prices as between dealers is likely to be found. Following is the general basis of the local market:

10 gauge, \$4.35; 12 gauge, \$4.45; 14 gauge, \$4.20; 16 gauge, \$4.25; 18-20 gauge, \$3.80; 22-24 gauge, \$3.90; 26 gauge, \$3.95; 28 gauge, \$4.05.

Galvanized Sheets.—Galvanized sheets are very strong on the higher level quoted last week. Metal dealers say that the advance was fully warranted by the conditions prevailing and the shortage of available supplies and that further increases are to be looked for before stocks can be replenished.

Tinplate Very Scarce.—Dealers report that the shortage of tin plate and tinned iron is becoming very acute and that it is impossible to get reasonable assurance of new supplies. Further advances are, therefore, being predicted.

Boiler Tubes Very Strong.—The predicted advance on boiler tubes has not yet gone into general effect but it will not be long delayed. Tubes have been very strong following the last increase in the price of iron pipe and the prospects for higher prices are now further emphasised by the fact that the report has reached the trade that there will be still another advance on pipe.

Iron Pipe Going Higher.—The report is heard in the trade that there will be still another advance on black and galvanized wrought iron pipe in the near future. Pipe has been one of the leading performers in the price parade and the indications are that it will continue as a barometer of conditions.

Lead Pipe Strong.—Lead pipe is strong on the last advances, but it is not expected that there will be any further increases unless the metal again moves up. The quotations are 14c for

lead pipe and 15c for lead waste pipe.

In Hardware Lines.—Wholesalers report that the budget of price changes this week on general hardware lines is smaller than it has been for some months. However, there have been a lot of odds and ends affected which do not appear in the general lists. The smaller volume of changes is taken to indicate that manufacturers of a great many goods have adjusted their prices to the higher cost of manufacture as represented by the cost of raw materials and that the adjustments may be less numerous from now on. However, under the present conditions it is impossible to make forecasts with any great degree of assurance.

Miscellaneous Nails.—Following the general advance on wire products last week, which affected nails, staples, fencing, hay wire, etc., there have been readjustments of the prices for miscellaneous wire nails, the discount on that item being reduced from 75 per cent. to 65 per cent. There are also reports of an advance of 20 cents on cut nails and some firms have increased the quotation from \$3.20 to \$3.40. However, this advance does not appear to have been generally adopted at writing.

Pressed Spikes Also.—Pressed spikes, ⅝ diameter, have also been affected by the upward movement of wire products, the Montreal base having been advanced 20 cents, from \$3.70 to \$3.90.

Wire Cloth Higher.—An advance of 12½c has been made on the quotation to the trade for painted wire cloth. The price for 100 foot rolls is now \$2.00 per 100 square foot with the price for 50 foot rolls 5c higher, at \$2.05.

Horseshoes to Advance.—The prediction is made in the trade that there will shortly be an advance made on the price of horse shoes. This would cause no surprise considering the general upward movement of iron and steel, including horse shoe iron, while there has been no change in the quotations for the shoes themselves since the outbreak of the war.

Set and Cap Screws.—The quotations for set and cap screws are being generally adjusted to the new discounts. On the cap screws the discount is now 55 per cent. as compared with 55 and 10 per cent. and on the set screws the allowance is reduced from 60 and 10 per cent. to 60 per cent.

English Pulley Blocks.—There has been a further advance on the English iron pulley blocks. The increase is from 10 per cent. to 20 per cent. and there is a general readjustment. The single, double, triple and snatch blocks are all affected.

Sand and Emery Papers.—There has been a further advance on sand and emery papers following the announcement of a higher list a few weeks ago. On the sand paper, sand paper in rolls, emery paper and emery cloth the discount has been reduced from 40 per cent. on the recent new list to 25 per cent. Garnet sand paper is now quoted 37½ per cent added to the new list.

Hoop Steel Going Up.—There are further advances being made on hoop steel, but these do not appear to have as yet gone into general effect. One firm has increased the base by 45 cents.

Roofing Materials.—There are a number of items of roofing material which have recently been increased. Carpet felt has been advanced 25c to \$4.00 and there have been adjustments of the common papers to higher levels, the change being about 10 per cent.

Wringers Are Higher.—Higher prices are now being quoted for wringers, the discount having been reduced from 15 per cent. to 10 per cent. This is the second increase which has been made in a short time, the former discount being 20 per cent.

Castor Oil Lower.—There is a lower tendency with regard to castor oil which went to abnormal prices shortly after the outbreak of the war. One wholesale house reports that 30 cents is now being quoted as compared with 40 cents to 45 cents a short time ago.

Winchester Ammunition.—An increase on Winchester ammunition is covered by a recent reduction of the discounts on some of the 22 calibre rim fire cartridges. New discounts are: 22 short, black and Lesmok, 22 long black and Lesmok 22 long smokeless, 30 per cent; 22 short smokeless 40 per cent. In view of this advance together with the higher prices of lead, powder and metal, further and more general increases in ammunition prices would appear to be a logical development.

Boat Supplies.—With the movement of the ice from the St. Lawrence and the activities on the waterfront preparatory to the opening of navigation there has been an activity demand for rope and other boat supplies required for the fitting up of the river carriers.

Stoves and Utensils.—There is a very good demand for many lines of utensils, particularly from the districts outside the city. The movement of stoves is fair considering the conditions prevailing.

Old Materials.—Some further advances on scrap metals have been put into effect. New quotations are as follows: heavy brass 16¼c, light brass 12c, heavy copper 22c, machine composition No. 1, 17c and composition 15c.

TORONTO

TORONTO, Ont., April 20.—The improvement noted last week has been well maintained, the warmer weather having stimulated the demand for seasonable lines especially lawn and garden tools of all descriptions. Summer lines are moving out from the manufacturers in good volume, as bookings have been very satisfactory this year, especially from the country districts. Jobbers are complaining about the freight congestion on the railways and are suffering considerable inconvenience on this account. Goods to and from all points are being held up, principally at the freight yards, but some relief is expected as soon as navigation on the lakes is in full swing. One reason for

the congestion is due to the large number of freight handlers that have enlisted, with the result that the railways are employing mostly men, who are not familiar with the work, thus causing considerable delay. Numerous instances have occurred where freight has been lying in the railway sheds in certain cities for over three weeks. The ocean freight shows no improvement, and indications point to the shortage of tonnage becoming more acute and freight rates higher.

Manufacturers in Ontario are faced with a serious situation as regards labor. So many employees have enlisted and production is being so restricted that a large number of factories are finding it almost impossible to keep up with their orders. The situation is becoming more acute every day and deliveries from manufacturers are being delayed more than ever. For instance, goods promised for shipment in March or April may not be in the jobbers' warehouses until May or June. The trade will therefore be well advised to take advantage of the present market quotations in fixing their selling prices. It will not be a question of prices as much as getting the goods. The situation in this respect is becoming more serious and a shortage of many lines is anticipated. Certain lines of harvest tools have already been affected, the shortage that has developed being due to the heavy enlistments.

Price Changes.—Jobbers have been advised of an advance of approximately 10 per cent. on all American metallic cartridges and firearms. A similar advance is looked for in Canadian metallic cartridges and loaded shells. Manufacturers of ready roofing have made a still further advance in prices with the proviso that orders can only be accepted for immediate shipment. Jobbers will be forced to make a similar advance. Owing to the big increase in leather, manufacturers of leather gloves and mitts have advised of an advance of approximately 25 per cent. and cannot give any definite date for shipments because of the scarcity of raw materials. An advance has been made in soldering coppers because of the high price of copper. Other lines affected include hay carrier goods, boiler plates, building paper, miscellaneous wire nails.

Iron and Steel Situation.—An indication of the enormous demand for steel in Great Britain is furnished by the prohibition which the British Government has recently placed on the exportation to any destination of pig iron and nearly all kinds of steel. The prohibition applies principally to rails, springs, tubes, axles, structural steel, ingots, bars and plates. Although very few of these products are made in Canada it will probably mean that there will be a bigger demand for other materials such as the Canadian steel companies are able to produce. The Dominion Steel Corporation is shipping large quantities of billets, wire nails, wire rods and barbed wire to England and at

least two Canadian companies are doing a big export business at very profitable prices. This export business has developed into an important feature. It has, however, affected the domestic market by tending to raise prices and is contributory to the present scarcity of steel. The mills are endeavoring to take care of their domestic trade apart from munitions, but the export demand is so insistent that they have considerable difficulty in meeting the home demand.

The United States Steel Corporation has advanced the price of Bessemer and open hearth steel rails from \$28 to \$33 per ton, effective after May 1. This is an important event in the steel trade, as rails have been quoted at \$28 for nearly fifteen years. The situation is generally unchanged, the demands on the mills for deliveries being as urgent as ever although new buying is lighter than for some months. The market is firm and steady, there being no price changes of importance to note.

Pig Iron.—The prohibition covering the export of pig iron proclaimed by the British Government will not affect this market to any extent as there has been no pig iron to speak of imported from Great Britain for many months. The situation is unchanged with quotations at the same level as last week.

Old Materials.—The market is firm, with few price changes of importance to note. The general trend of prices is upward for copper and lead scrap and heavy melting steel, other lines being fairly active.

Metal Markets.—The metal markets generally have reflected an exceedingly strong tone, especially copper, on account of the heavy contracts recently placed in the States by the British Government. Owing to the very large tonnage involved it is more than likely that the copper market will maintain considerable strength for many months. The tin market at New York is still being affected by the difficulty which is being experienced in obtaining permits to export metal from England. The spelter market, while not active, continues to reflect a rising tendency and a better demand. Lead is quiet, with the outside market a little easier, but the Trust price is unchanged.

Copper Strong.—The market is very strong, following the large purchases recently made by the British Government. There has also been some very heavy buying in New York by domestic consumers, which has also tended to strengthen the market. The copper market has never been in such a position as at the present. The producers have never sold so far ahead as they are selling to-day, and the demand is still pressing. Although the production of copper is materially larger than ever before, the combined war and industrial demand is so strong that all the producers have sold their output all the way from five to seven months in advance. The local market is firmer at 31½¢ cents per pound.

Tin Firm.—The market is dull but

firm. The difficulty that is being experienced in getting permits to export tin from England in quantities desired is still affecting the spot market, and is tending to restrict business. Local quotations range from 55 to 56¢ per lb.

Spelter Quiet.—The market is quiet, but has a good firm undertone. The demand especially for spot metal is improving, and prices have an upward tendency. The strong copper market is influencing spelter owing to the connection between the two metals in the brass trade. Spelter is quoted locally at 21 cents per pound.

Lead Dull.—The "Trust" is holding the price of lead at \$7.50 New York, but the outside market is irregular and weaker. Producers are said to be well booked ahead, which will tend to support the market. Lead is quoted locally at 10 cents per pound.

Antimony.—The market is very dull and lacking in interest. Quotations are unchanged and nominal at 48¢ per pound.

Aluminum.—There is no change in the situation and the market is featureless. Aluminum is quoted at 68¢ per pound.

Solders.—Prices of solders are very firm, but unchanged. Present prices are given in the current market quotations.

Boiler Plates Advance.—A further advance has been made in boiler plates with a change in the differential between the lighter and heavier plates. The mills will only roll the more desirable tonages and the thicker plates ¼ in., and heavier, get the preference. Some mills are not taking orders for lighter plates such as 3-16 in. and less. The new quotations are as follows:—Plates ¼ to ½ in., \$4; heads, \$4.25, and tank plates 3-16 in., \$4.50.

Boiler Tubes Higher.—Makers of boiler tubes have advanced some sizes of lapwelded tubes, but seamless are unchanged in the meantime. Makers report that the new demand for locomotive and boiler tubes still very heavy, being sold up for three or four months.

Wire Nails.—The market is very firm at the new high level reached last week, owing to the great scarcity and high cost of wire rods. Canadian makers of wire rods and nails are doing a big export business which is restricting the output for domestic consumption.

The mills are unable to take care of the entire home demand for anything like early shipment, owing to the great difficulty that is being experienced in getting raw materials. Wire rods are practically unobtainable from the United States except at from four to five months delivery. Wire nails are unchanged at \$3.65 per keg, but an advance is looked for. Miscellaneous wire nails have advanced, the new discount being 65 per cent. as against 75 per cent. before. Cut nails are unchanged at \$3.20 per keg base, but the recent advance in the States may result in a similar movement here.

Sheet Market.—The general situation in the sheet market is becoming stronger and the usual price differentials between the different gauges have practically dis-

appeared. There is a heavy demand for sheets especially for blue annealed, and some mills have their output sold up for the remainder of the year. The situation for galvanized sheets is practically unchanged and the market is very firm. The increase in cost of spelter is tending to restrict the output of galvanized sheets and the high cost of other raw materials is also affecting the trade. Prices on galvanized sheets are very firm and an advance may be looked for.

Soldering Coppers Up.—Owing to the high price of copper, soldering coppers have advanced and are now quoted at 55c per pound base, being 2c per lb. higher than before the change.

Building Paper Advances.—Makers of building papers and kindred lines have advanced their prices approximately 10 per cent. The market is very unsettled owing to the scarcity and high cost of all raw materials. Prices are now for immediate acceptance only and a further advance is probable.

Ready Roofing Higher.—Manufacturers of ready roofing have made a further advance. Prices for roofing are subject to immediate acceptance, and prompt shipment. The raw material situation is as acute as ever, and a shortage of roofing is anticipated in some quarters, owing to the conditions in the rag market. The roofing market is very unsettled and prices will no doubt advance again.

Leather goods to Advance.—Makers of leather gloves and mitts have advised jobbers of an advance of approximately 25 per cent., and are unable to give any definite date for shipment owing to the scarcity of raw materials.

Binder Twine.—The market is firm at the new prices published last week. The demand, both domestic and foreign is so great, so the makers claim, that they have their output sold up for several months ahead and are not interested in new business. New prices are shown in the current quotations.

Metallic Cartridges to Advance.—American makers of metallic cartridges and firearms have advised jobbers of an advance of 10 per cent. Jobbers will, therefore, be obliged to adjust their prices an equivalent amount. It is expected that Canadian manufacturers of metallic cartridges and loaded shells will also advance their prices in the near future.

Seasonable Goods.—Bookings for summer lines continues very satisfactory and shipments are moving out in good volume. Dealers are looking forward to good demand for garden tools very shortly, the seasonable weather will stimulate business.

Cotton Waste.—The situation in the waste market is unchanged and higher prices are looked for in the near future.

Hay Carrier Goods Higher.—Manufacturers of hay carrier goods have reduced the discount on these lines from 50 per cent. to 45 per cent. The advance in price has been made necessary by the upward tendency in the price of raw materials. Further advances are predicted by some makers.

An Explanation.—It was recently announced in these columns that manufac-

turers of cartridges had advanced their prices on 22 calibre rim fire cartridges. The item should have stated that the advance applied only to Winchester cartridges.

Correction.—In a recent issue of Hardware and Metal the discount on files was given as 63 and 10 per cent. This should have read 65 and 10 per cent.

LONDON

LONDON, Ont., April 20.—Price changes this week are not as numerous as usual, although a number of important changes have gone into effect.

Business continues good, despite the backward weather, and spring goods of all kinds are in good demand. High prices do not appear to be affecting business to any great extent, the public has evidently become accustomed to paying war-prices for nearly all lines of goods.

Price Changes

A number of lines of motor washers formerly listing at \$16 are now listed at \$18, and are subject to the former discount of 20 per cent.

New Sand-paper List.—An advance has been made in the list price of B. and A. sand paper. The advances range from \$4 to \$5 per ream list and the new list is as follows per ream:—No. 00, \$31; No. 0, \$31; No. 1/2, \$31; No. 1, \$33; No. 1 1/2, \$35; No. 2, \$38; No. 2 1/2, \$41; No. 3, \$44. The discount remains the same as formerly, 40—5 per cent.

Change in Files.—A new discount of 55 per cent. off list is quoted on Black Diamond files.

New Pane List.—The new pane list for sheet window glass has been distributed but jobbers have not yet announced their discounts to the trade. The demand for glass is very small at present. Single diamond in cases is quoted at 30 per cent.; double diamond is also quoted at 30 per cent.

New Discount on Nails.—Following the general re-adjustment announced on wire goods last week a new discount of 65 per cent. has been announced as applying to the miscellaneous wire nail list. The former discount was 75 per cent.

Wire Goods.—Wire nails remain unchanged at \$3.65 base. Cut nails remain at \$3.20 base with a possibility of a further advance in the near future. Poultry netting is still quoted at 30 per cent. off for 1 in. and 2 in. sizes. Fence wire is firm at the following figures:—Barb wire, \$3.85 per 100 lbs.; No. 9 galvanized wire, \$3.50; No. 12 galvanized wire, \$3.65; No. 13 galvanized wire, \$3.75; No. 9 coil spring, \$3.55; No. 10 O & A wire, \$3.91; No. 11 O & A wire, \$3.97; No. 12 O & A wire, \$4.05; No. 14 hay baling, \$4.15.

Painted screen cloth remains at \$1.87 1/2 per 100 sq. ft. in 100 ft. rolls; \$1.92 1/2 per 100 sq. ft. in 50 ft. rolls.

Paints, Oils, Etc.—The linseed oil market is rather unsettled, but prices locally are holding fairly firm. Linseed oil quotations are as follows:

1 to 2 barrels \$1.00 \$1.03 per gal.
3 to 5 barrels99 1.02 per gal.

6 to 9 barrels97 1.00 per gal.

Turpentine in single barrel lots is quoted at 77c per Imp. gallon; 2 to 4 barrel lots, 76c per Imp. gallon; 5 gal. lots, 84c per Imp. gallon.

Paints and white lead in oil remain firm at the recent advanced prices. With the advent of warmer weather there will undoubtedly be a heavy demand for painting materials.

WINNIPEG

WINNIPEG, April 20.—It would seem as though the high water mark has been reached in the price of the various lines of wire, and steel goods when unheard of prices which now prevail, are quoted. However, every week seems to add that much more to prevailing prices, and it is absolutely impossible to make any forecasts which can be termed accurate. It would seem as though the only safe and sure thing to say is, further advances may be recorded in the next week or two.

Nails Higher.—In spite of the fact that there has been an advance during the past week of 25c per keg, on wire nails making the price now read \$4.25 at Winnipeg, there are some men in the trade who feel safe in saying that in six months from now with the prices which will be ruling at that time, the present prices will certainly look like a good buy. There is of course a difference of opinion in other quarters.

New prices have also been issued during the past week on bright tinner's wire, annealed baling wire, baled ties, stove pipe wire, and fence staples, and it will be seen that the tendency is ever upward with these items. A memorandum of the new prices prevailing on the above lines is given herewith.

Annealed Baling Wire, per 100 lbs.:—No. 9, \$4.15; No. 10, \$4.21; No. 12, \$4.35; No. 14, \$4.45; No. 15, \$4.55; No. 16, \$4.75.

	Bale Ties	
	Ft. Wm. Per 100 Lbs.	Winnipeg. Per 100 Lbs.
Single Loop, 14 ga. x 9 1/2 ..	\$4.50	\$4.90
Stove Pipe Wire .....	....	6.75
Fence Staples	3.90	4.30
Bright Tinned Wire, Nos. 0-9, \$4.15 Winnipeg.		

To give some idea of work entailed by the jobbers issuing these new prices every week, Hardware and Metal was advised by one of the Winnipeg jobbers that last week they issued 24 sheets of foolscap containing memorandum of price changes, which had gone through for the week. It can be easily seen from this that the life of the travelling salesman is made considerably harder when he has to alter his catalog and bring same up-to-date.

A new price has been issued on the well-known Big Ben and Baby Ben alarm clocks, to-day's quotations being \$2.20 each.

Another line which has been affected is Sweat Pads and new prices have been issued on practically every style.

The latest price issued on galvanized pails and wash tubs, standard patterns, is given below. These lines have advanced in sympathy with the metal markets, and it is intimated that further advances may be expected.

Galvanized Straight Pails—12 qt., \$4.00 doz.; 14 qt., \$4.50 doz.; 16 qt., \$5.10 doz.; Flaring—11 qt., \$4.50 doz.; 12 qt., \$5.00 doz.; 13 qt., \$5.70 doz.; 14 qt., \$6.60 doz.; Wash Tubs—No. 0, \$9.25 doz.; No. 1, \$12.40 doz.; No. 2, \$13.50 doz.; No. 3, \$15.40 doz.

Game Traps Higher.—New prices have been made on all lines of game traps showing an advance of about 7½ per cent. over last year's prices. This may affect the sale to trappers this year, but it is hardly thought likely that same will be the case.

Belting Advanced.—The latest prices issued on the various grades of leather belting show that the following discounts are now in order. Standard leather belting 40 and 10 per cent. Extra leather belting 40 per cent.; No. 1 leather belting 50 and 2½ per cent.

Business still continues good, and various jobbers report that at the present rate sales will far exceed those of last year. There is no question of doubt that all the houses in Winnipeg are enjoying a period of the greatest activity which has ever been their lot, and this is sowing in the amount of their sales being recorded each month.

Additional lines which have changed in price and the new prices are as follows: Borax, 10½ lb. Heath's Hay Knives, \$8.50 doz.; Germantown Lamp Black, ¼, 22c lb., ½, 19c lb., 1, 17c lb.; Bit stock drills, bits discount 50 per cent.; Blacksmith's drill bits, discount 45 per cent.; Globe brand files, 65 per cent.



HARDWARE ASSOCIATION ANNIVERSARY

ELEVEN years ago on Good Friday what later developed into the first organization meeting of Ontario Retail Hardware and Stove Dealers' Association was held in Toronto. In referring to the preliminary steps which were taken, Hardware and Metal, under date of April 21, 1906, said in part:

"Most encouraging was the response to the hurried call sent out for a convention of Ontario hardware and stove dealers to be held in Toronto on Good Friday. For almost a year a series of articles and letters favoring organization had been appearing in Hardware and Metal. But while there seemed to be a unanimity of opinion that an association was required there was almost as unanimous a desire that somebody else should take the initiative in calling the convention. Even after Mr. Humphries, of Parkhill, had offered early in March to take the initiative if others would back him up the matter dragged along. Finally, just about ten days before the holiday, Mr. Mowat, of Trenton, wrote to Hardware and Metal asking if the convention was to be held, and his inquiry was followed by two or three others. A hurried consultation was held and as there seemed to be at least a half dozen men in earnest, Mr. Humphries took the responsibility for issuing the call and it

was published in Hardware and Metal of April 7, just a week before the holiday. Beyond notifying about two dozen who had sent correspondence regarding the convention no other notification was sent the trade and the response was especially gratifying." This list contains the names of twenty-seven. It was decided at that meeting to issue a call for a convention to take place in Toronto on May 15 and 16.

Call for Convention

"As decided by the Convention of Hardware Merchants held in Toronto on Good Friday, all hardware and stove dealers in Ontario are invited to attend another convention to complete the work of organization, on Tuesday and Wednesday, May 15 and 16, 1916, at St. George's Hall, Toronto. Opening meeting at 10 a.m.

"This call is issued jointly by the Provincial Officers of the Retail Hardware and Stove Dealers' Association of Ontario, and the Retail Merchants' Association of Canada.

"Special rates will be procurable on all railways, as follows:

"If 300 are in attendance, single fare; if 50 or more, fare and one-third. Every delegate should procure a certificate from the railway agent when purchasing his ticket for Toronto."

This convention was duly held at which quite a large number of members were present. Begun under favorable auspices the association has continued in existence since that time. The eleventh annual convention was held in Toronto in February of this year.



AN ECHO OF J. W. ALLISON'S ORGANIZATIONS

(Continued from page 29.)

of revenue. Should the scheme prove a failure, the municipality will have the power plant on their hands, and the only security they have for an outlay of \$100,000 to \$125,000 is the promise of the promoter to pay them \$100 in case the mills do not run."

When it was learned that the Government had been approached with the view of securing a heavier duty for the protection of the tin plate plant which it was proposed to establish at Morrisburg opposition was presented to the Tariff Commission on behalf of the manufacturers who use as their raw material tin plate, galvanized and black sheets.

It will be seen from these facts that about ten years ago J. Wesley Allison was very much in the limelight with respect to certain company promotions, the same as he is at the present time with respect to certain shell contracts.

Free Power to Company

In March, 1907, this concern in Morrisburg had not yet started operations. In explaining the delay one of the

members of the concern at that time said:

"The delay in getting started is entirely beyond the company's control, and is due to the failure of the manufacturers of the large driving wheels ordered by the company in June last, to make delivery. These wheels are the largest ever cast in Canada, weighing 75 tons each and measuring 30 feet in diameter, and, because of their unusual size, the contractors miscalculated the time in which they could be turned out. Delivery is promised in two or three weeks' time, however, and very shortly thereafter the wheels will be turning in the most modern and well laid out tin plate and sheet mills to be found anywhere, and we believe the first to be electrically driven throughout.

"The municipality of Morrisburg has now completed, at a cost of about \$100,000 the power plant for supplying the company with electrical energy, and is under contract to deliver 700 horsepower into the company's works free for 24 hours each day. The other concessions the company is to receive include free water and light and exemption from taxation (except for school purposes).

"The company will employ about 350 men, most of them skilled mechanics from the United States, who will be a welcome addition to the population of this country."

The Canada Tin Plate & Sheet Metal Company was duly started and continued in existence until the latter part of 1908 when it went into the hands of a receiver. It was reorganized under the title of the Canadian Sheet Steel Corporation, but neither Messrs. Allison or Meldrum were connected with the new concern. This latter concern continued in existence for a year or two and finally went out of existence altogether.



SHEET METAL WORK

(Continued from page 35.)

Next draw line F. F. shown in Fig. 3. This is the stretchout for pattern of piece shown at D A C F F, Fig. 1.

Next transfer the measurements given in plan 1, 2, 3, 4, to the stretchout, Fig. 3. The next step is to draw a number of dotted lines parallel with the stretchout line F F and at points 1, 2, 3, 4, etc., erect solid lines. The points of intersection show the pattern of the elbow piece. In both the patterns, Fig. 2 and Fig. 3, the points of intersection should be connected when developing the drawing, or cut when developing the pattern.

If a 45-degree elbow is required it will only be necessary to cut one piece each of Fig. 2 and 3. Fig. 3 is then cut in two on line F. F. The dotted line shown through the centre of middle piece shows an elevation of a 45-degree elbow. No allowance has been made for seams.

(To be continued in next issue.)

WEEKLY PAINT DEPARTMENT

Argentine Seed and Ocean Freights

*Article Which Appeared in Hardware and Metal and was Reprinted in American Paper Causes Considerable Discussion in Oil Circles—
Is Tonnage Available.*

AN article on the linseed oil and oil cake situation which appeared in March 4 issue of Hardware and Metal has created quite a stir in oil circles, particularly in the United States. The article, which ran about a page and a half in length was reprinted by the Paint, Oil and Drug Review, a leading American paint, oil and drug journal, published at Chicago.

One paragraph of the article attracted the attention of a commission house in New York, who deals largely in Argentine seed. The paragraph as it originally appeared in the article in Hardware and Metal, and was reprinted with the balance of the article in the Paint, Oil and Drug Review of March 29 follows:—

"Argentine May Come to Resuce"

"There is another factor, however, which must be reckoned with in the determination of the linseed oil price. Argentine flaxseed has but recently been harvested. There will be from 37,000,000 to 40,000,000 bushels for export from that country if bottoms can be secured for the shipment of the seed. But that is where the rub comes in. Tonnage is not available for the transatlantic trade to ship oil cake. Will it be available to carry flax from Argentina to this country? Flax is now quoted in the neighborhood of \$2.14 per bushel. On October 14 or last year it was selling at \$1.64 per bushel. The average yield of flax per acre is from eight to twelve bushels. The farmers of the prairie provinces sow it as the first crop for the newly-broken land. If the Argentine crop comes in the price of linseed oil should go down. If seed cannot be exported from that country in any considerable quantity the embargo on oil cake will tend to send the price of linseed oil still higher."

The Paint, Oil and Drug Review in the April 5 issue, states under the heading "Argentine Flaxseed Situation," as follows:

"In the issue of the Review of March 29th, there appeared an article on the Canadian flaxseed situation through the courtesy of a Canadian paper. One para-

graph of this article has attracted considerable attention, and particularly that of a commission house in New York, who deals largely in Argentine seed and who, under date of April 1, wrote us as follows:

"We do not know on what basis the price of \$2.14 per bushel is figured, that is to say, whether it includes duty or not, but for your information, beg to state that the price to-day for Argentine flaxseed c.i.f. New York or Baltimore is around \$1.85 to \$1.90 'duty not paid.'"

"In regard to the ocean tonnage for shipment of linseed from the Argentine to U.S.A., we are in a position to state that plenty of tonnage is available, and when sales of Argentine flax lately have not been so big, this can be attributed to the fact that Northwestern seed has been comparatively cheaper for the Western crushers, and only the Seaboard crushers have seen the advantage in buying shipment for the Argentine."

"The prices for Argentine flax did go as high as \$2.10 to \$2.15 c.i.f. New York, duty not paid, but lately a severe break has taken place, owing to easier freight market, and decline in prices for seed in South America, and as stated above, the price to-day is about \$1.85 to \$1.90."

"The fact that freights have declined lately is a proof that there is more tonnage available than wanted, but of course, this year shipment has, to a great extent, been effected by sailers instead of steamers, but even steamer freight has lately been available and prices for same have declined materially."

"It will be noted that our correspondent advises that freights have declined and that there is more tonnage available than wanted. This, we take to mean that there is more tonnage available than is wanted at the price asked for. It will be noted that the facts contained in this letter do not conform to the Archer-Daniels letter which appears in the market columns of this issue, wherein they advise that freights are high and tonnage scarce. We certainly are in no position to disagree with our correspondent who is on the seaboard and probably

deals in more foreign flaxseed than any other individual concern that we know of.

"The duty on flaxseed is 20 cents a bushel; so, based on Saturday's price of \$1.85 plus the duty, would make the price in New York \$2.05 for Argentine seed, as compared with our price in Duluth of \$2.18. This would seem that the two markets are not so far from each other and that there is every reason to believe that our domestic market is on a firm basis and even in a very strong position."

The foregoing was followed by a leading editorial in the April 12 issue of the Paint, Oil and Drug Review. The editorial follows:

"The article in last week's issue under the caption 'Argentine Flaxseed Situation,' has caused quite a stir among the crushers, but this was anticipated. Within the past day or so we have received more data, which, coming from different sources, gives a better opportunity to discuss the subject, and incidentally correct an error of the editor's in failing to add the four per cent. necessary to put Argentine seed on a 'pure' basis. The importance of all this lies in the fact that it shows that importers of flaxseed and crushers are at variance on the situation."

"Our correspondent of last week appeared to be a 'bear,' an attitude for which we could find no good grounds, as we stated in the article. With a desire to publish actual conditions as we find them and being neither a 'bear' nor a 'bull,' we believe the situation is as follows:

"The letter in question seemed to put the lowest possible estimate on the value of Argentine seed, and our own error aided the idea exactly four per cent., therefore, starting with the correspondent's figure of \$1.85 c.i.f. duty not paid, we add 20 cents a bushel for duty, which brings the value up to \$2.05, and this plus four per cent. to put Argentine seed upon a pure basis (as our domestic seed is sold) is equivalent to \$2.13 or very close to \$2.14, which is the value our correspondent takes exception to. It is admitted that Argentine flaxseed has declined during the past two weeks, but we cannot agree that freight rates have done so, or that actual changes have taken place that warrant lower values in the United States. Any holder of spot flaxseed who could offer it at prices be-

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It sells well because it is easily applied, covers much surface, and is exceedingly durable. Users are always satisfied.

If we are not represented in your vicinity it will pay you to get our exclusive agency.

Write for full particulars.

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

low the present market value could easily sell large quantities, as there is a big demand for the seed, and crushers would gladly buy at prices lower than the present market; in fact, there is every opportunity for anyone who holds cheaper seed to readily turn it into cash, but in spite of such alluring bait no seed is changing hands on this basis. If Argentine seed is so cheap and freights are cheaper with plenty of bottoms, we ask the question, why is it that no shipments were made to the United States or the United Kingdom last week, and only 119,000 bushels to the Continent?

"From January 1 to April 7, 1916, Argentine has shipped to Europe 9,058,000 bushels, as compared with 11,847,000 bushels for the same period last year, and to the United States 2,327,000 bushels, as compared with 1,774,000 bushels last year. Of the 2,327,000 bushels shipped to the United States since January 1 there remains 1,275,000 bushels still afloat, which would indicate that a considerable portion of it is coming forward in sailing vessels, but even with all the imports this year, and shipments of domestic seed to Eastern mills on the present crop, the Eastern crushers are short about 1,785,000 bushels of the amount of seed received last year.

"We believe all this warrants a strong demand for flaxseed there, and if there were any commission houses who were 'bears' they would now let go their seed while the opportunity is good, as it is at present. India has shipped in seven days over three months 1,000,000 bushels more seed than during the same period last year, and at high values, which would indicate the vessels available were in the East, and all things considered it was a more favorable market for trading than Argentina.

"Again, the question can be asked if there is plenty of tonnage available why are shippers refusing (?) to charter steamers and at the same time paying from \$22 to \$28 per ton for sailing vessels which require about three times as long to make the voyage, and in some instances even longer? In fact, much of the flaxseed now afloat from Argentina will not reach this country until some time in June.

"We doubt if freight rates have declined from Buenos Ayres, which under present trade conditions is a remote port. At present the greatest demand for steamers is between our Eastern ports and Europe, and the decline therein has been largely recovered. Upon the judgment of good authorities we learn the quotations which are now being made to domestic consumers for Argentine seed are based upon sailing vessels clearing from Argentina during June and July, which means delivery in the United States about September or October. This would be a good time to stop figuring much on that 'cheap' Argentine seed, because we know the new domestic crop is

due September 1st, and it is expected this will be a bumper—at least every effort will be made to have it so, hence why speculate now in Argentine seed to arrive at a time when crushers will be able to practically play 'a sure thing'?

"It would be well for linseed oil buyers to get this angle of the situation, because as we have repeatedly said this winter, the millions of bushels of cheap Argentine seed will do us no good unless we can get it to our shores now or very soon, and, in spite of this, some people expect to sell the remainder of the Argentine crop of probably 25,000,000 bushels, to reach here at a time when we hope to have a like quantity stowed away on prosperous American farms.

"All this can have no possible effect on the market this summer."



CLEAN UP CAMPAIGN

Moving Pictures to Be Made a Feature of Montreal's Effort

A moving picture machine will be used in connection with the clean-up campaign to be conducted in Montreal by the City Improvement Association. Contracts have been let for the printing of 75,000 booklets which will be distributed through the medium of the schools, by the members of the fire department and by an arrangement whereby they will be sent out with parcels from the large stores. For backyard gardens there will be a distribution of \$1,250 in prizes. There will be special contests for school children and arrangements are being made so that seeds can be sold to the juveniles for 1 cent per package.

The campaign is being well organized and promises to be the most successful yet conducted.



GASOLINE SITUATION

American Speculation as to the Future of the Market

There is considerable speculation in the American gasoline market as to the prospects for summer prices. According to New York reports further advances are expected in the near future as April schedule had not been announced by the distributing companies up to the end of last week. One faction maintains that the price will continue to rise until the end of the war and that by midsummer a wholesale rate several cents above the present level will be in force. The other view is that the price will advance during the next two or three months and will then turn downward. The latter view seems to have the greatest following at present.



BULK SALES BILL THROWN OUT AGAIN

The Ontario Bulk Sales Bill which was introduced a couple of weeks ago by W. D. McPherson, M.P.P., has once

again been discarded by the Legislature. The final discussion and vote took place on Tuesday night last in the chamber with the above result. The opposition came from the Retail Merchants Association which body felt that it was not in their interests, the way in which it was worded. Last year the bill was framed to suit both wholesalers and retailers but it did not go through at that time.



WEEKLY PAINT MARKETS

(Continued from page 46.)

The market is quiet, with a fairly light demand.

Glass.—Although the discount on the new pane list has not been definitely settled, some local dealers are quoting 50 per cent. off for small lots.

Putty.—The market is quiet and unchanged. The following prices are being quoted for standard putty in Toronto in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25
Pure putty, 70c per 100 lbs. advance.	



RUSH TIMES

As an illustration of the increased demands made on the cutlery manufacturers of England there may be cited the following case told by a Canadian hardware buyer. A man who owned two silver plating factories, shut one down completely and greatly curtailed the production of the other with the outbreak of war. For a long time he simply worried along, hanging on by the edge of his teeth. Now both factories are going full blast on cutlery, not munitions.

HARDWARE LETTER BOX

Fish Globes

Northern Canada Supply Co., South Porcupine, Ont.—Kindly advise through Hardware and Metal where fish globes are manufactured. Glass Globes are manufactured by the Co-operative Flint Glass Co., Beaver Falls, Pa.; United States Glass Co., Murray street, New York.—Editor.

Moulders' Tools

Dalphe Freres, Hull, Que. Please give us the names of manufacturers of moulders' tools, including moulders' trowels, sticks, etc.

Moulders' tools are made by Peninsular Tool & Supply Co., Detroit, Mich.; Wm. Rose & Bro., Sharon Hill, Pa.; Carver Tool Works, Spring Valley, N.Y.—Editor.

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers

Milbury, Mass., U.S.A.



THE painter knows by
experience when he
buys varnishes or enamels
bearing our trademark,
that he can produce a fin-
ish that will be a credit to
himself, and satisfy the
most critical customer.

Even the smallest varnish buyers
have come to know that "if it's
Berry's, it's right."

This is why Berry Brothers' label
always proves an efficient salesman
for Berry Brothers' varnishes.

If you make a leader of Berry
Brothers' line, you will have the satis-
faction of knowing you are not only
serving your own best interests, but
your customers' also.

Send for our price list and interesting dealers'
proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(305)

If interested, tear out this page and keep with letters to be answered

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 20.—Following the check on buying which was felt in the paint trade as the result of the important advances on lines of ready-mixed recently made, the first shock seems to have worn off, with the result that makers generally report a very satisfactory volume of new orders for the season of the year. Of course a great volume of new business is not looked for at this season even in a normal year, because spring orders are usually booked in advance and this was more the case than usual during the last campaign owing to the predictions of coming higher prices. However, there are evidences of good prospects for consumption in the country districts and sorting up orders are coming along in fair volume on the higher price basis, and, at the same time, there are indications that city business is experiencing a belated revival, buying having been put off to the eleventh hour. Deliveries are going out in heavy volume and, with the opening of navigation in the next few days the shipments of heavy commodities by water routes will have the effect of bringing the spring movement to its annual climax.

There has been some slight further tendency towards easier quotations for oil and turpentine this week, with more firms coming to the lower level of prices. However, so far as ready-mixed paints are concerned, the strength of the situation may be regarded as fully maintained. Manufacturers state that there will be no chance of reaction from the present level until there is some very marked weakness in the market and that, even with the recent declines referred to, the prices of paints are considerably below what is warranted by the cost of raw materials. Altogether there appears to be small chance that there will be any reduction of paint prices while the war lasts. Varnishes seem to be still hesitating before going to higher levels.

Linseed Oil Situation.—In the linseed oil market there is more general evidence of the weakness referred to last week and a tendency on the part of jobbers to move towards the lower levels then quoted. There is still considerable spread as between different houses but this is narrowing comparatively. The low figure is still 91c and 94c for raw and boiled respectively but the general indications point to a basis of 92c and 95c for raw and boiled as being closer to the market. At the same time quotations up to 94c and 97c are still

heard. A general survey of the situation indicates the following range:

	Raw.	Boiled
1 to 2 barrels	91c-94c	94c-97c
3 to 5 barrels	90c-93c	93c-96c
6 to 9 barrels	89c-92c	92c-95c

Lead Continues Firm.—There is practically no change in the lead situation, which continues steady at its high level. There is no indication of a reaction in the immediate future nor do higher quotations appear to be likely. The price is \$13.80 per 100 lbs. for ton lots and \$14.10 for less than tons.

Turpentine Easier.—The easier tendency in the turpentine situation is still in evidence, although there has been no broad change in the quotations. The bottom of the range continues as at last report but there is some decline from the top. Whereas, against a low of 74 cents, there was to be heard figures up to 80 cents a week ago, the outside is now 78 cents and this price is exceptional; 75c appears to be the quotation generally accepted. The following figures cover the majority of prices:

1 barrel	74c-76c
2 to 4 barrels	73c-75c

Glass Discount Held Up.—Although it was stated last week that the list on pane glass has been revived and that the discount would be set almost immediately, there has been some delay in setting the basis. The new discount will probably be set before this reaches the readers hands; it will cover a considerable increase on the last arrangement.

Paris Green Outlook.—There is practically no change in the situation as regards Paris green but manufacturers say that should there develop a demand threatening to deplete the small stocks being carried, and thus necessitate the purchase of further raw materials, the present quotations will immediately be withdrawn and higher prices established.

Gasoline and Benzine.—Prices for gasoline are unchanged but continue firm and, although they have been steady for some time, predictions of changes in an upward direction are being made. Quotations are 33c for barrels, 30c for tank wagon and 30½c for drums; benzine half a cent lower. There is a heavy movement of spring orders and this will be increased with the opening of navigation in the course of a few days.

TORONTO

TORONTO, Ont., April 20.—The paint market has been comparatively quiet during the week which is more or less a normal condition at this

time of the year. A sharp advance in English glues has been made; prices on some lines being now very high. The linseed oil market is unsettled and a considerable range of prices has to be noted. There are no other price changes of importance to note but the markets generally are holding firm.

Linseed Oil Weaker.—The wide range of prices which has developed during the week would indicate price cutting as the general situation is practically the same as last week. Most of the jobbers are quoting \$1 and \$1.03, others 97c and \$1, while a low level of 91 and 93c has also been heard. Under these conditions the market cannot be anything but unsettled although considering the seed and oil cake situations a firmer market would be expected. There is no seed moving in the West, and the shortage of tonnage is curtailing shipments of seed from the Argentine which would tend to make the market firm. The demand, however, is light and competition keen with the result that prices are liable to be shaded. The following range of prices is generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels 97c to \$1.00	\$1.00 to \$1.03	
3 to 5 barrels 96c to .99	.99 to 1.02	
6 to 9 barrels 94c to .97	.97 to 1.00	

Turpentine.—The market is unchanged. Stocks are light in the South and no new turpentine is in yet. It is reported that the new crop will be late this season and a strong demand is expected. If this proves to be the case the market will no doubt advance. Stocks are very light locally and shipments are being delayed on account of the congestion on the railways. The following prices are being quoted for turpentine in Toronto:—1 barrel lots, 77c; 2 to 4 barrel lots, 76c, and 5-gallon lots, 84c per Imperial gallon.

White Lead.—The market for pure white lead in oil is steady at \$13.95 per 100 pounds in ton lots. While the Trust price for pig lead at New York is firm at \$7.50, the outside market is weaker and a little lower. This weakness, however, is not enough to affect the general situation and will not likely affect the price of white lead at present.

Glues Advance.—Prices of imported glues have advanced sharply, due to shortage and high cost of raw materials in England where there is also a scarcity of labor. The revised prices are given in the current market quotations.

Mixed Paints.—The situation is unchanged and prices are holding firm.
(Continued on page 44.)

BACK OF THE NAME

are scientific solutions of difficult varnish problems.

Tests made under the most exacting observation.

Analysis of principles governing causes and effects, physical and chemical action.

MARITIME SPAR VARNISH

The elimination of all materials but the very finest.

The application of the latest methods of manufacturing, maturing, etc.

All this, so that in every qualification of coloring, brilliancy, hardness and durability, this varnish can be recommended unhesitatingly.

Back of *all this* is our reputation and our guarantee of unsurpassed quality.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 69
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co.,
Resale discounts Eastern Canada:
22 Short Lesmok, 22 Long Lesmok
and Smokeless, 40-2½% off;
22 Short Smokeless, 50-2½% off;
22 Long Rifle Lesmok and Smokeless,
30-2½% off; 41 Swiss Ball
and Shot Cartridges, 26½% advance;
all other R. F. Ball Cartridges,
17½-5% off; all other
R. F. Short Cartridges, 20-15%
off; Centre Fire Pistol and Rifle
Ball Cartridges, 15½% advance;
Centre Fire Pistol and Rifle Shot
Cartridges, 4% off; Centre Fire
Military and Sporting Ball Cartridges,
26½% advance; Centre
Fire Military and Sporting Shot
Cartridges, 15% advance; Primed
Shells and Bullets, 20% advance;
Brass Shot Shells First Quality,
30-10% off; Brass Shot Shells,
Second Quality, 45% off; Loaded
Paper Shot Shells, New Club,
15% off list; Nitro Club and Remington,
20-5%; Arrow, 25-10%.
Ball caps, B.B. Caps, \$2.30 per
M. net; C. B. Caps, \$2.95 per M
net; Blanks, R. F. 22 Short, \$2.30
per M net; R. F. 32 Short, \$3.75
per M net; C. F. 32 STW., \$8.25 per M
net; C. F. 38, STW., \$10.45 net.
"Dominion" B. B. Caps, 45 and
Other blanks, 10% less than ball.
5%; C. B. Caps, 40 and 2½%; 22
short, black, 40 and 2½%; 22 short,
smokeless, 50 and 2½%; 22 long,
black, 40 and 2½%; 22 long, smokeless,
30 and 2½%; 22 long, rifle,
black, 30 and 2½%; 22 long, rifle
smokeless, 30 and 2½%; other R. F.
ball, 35 and 2½%; other R. F. ball,
35 and 2½%; R. F. shot, 35 and
2½%; Pistol and rifle ball, 5 and
2½%; Pistol and rifle shot, 5 and
2½%; military and sporting, advance
10%; Primers, 2½%; brass
shot shells, 45%; "Winchester"
B. B. Caps, \$2.95 M net; C. B.
Caps, \$3.08 M net; 22 short,
black and Lesmok, 30%; 22 short,
smokeless, 40%; 22 long, black
and Lesmok, 30%; 22 long,
smokeless, 30%; 22 long rifle,
black, 17½ and 5; Other R. F.
ball, 17½ and 5; Other R. F.
Ball, 17½ and 5; R. F. Shot, 20
and 15; Pistol and Rifle Ball,
adv. 15½; Pistol and Rifle Shot,
4; Military and Sporting, adv.
2½; Primers, \$2.47½ net; Brass
Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20
and 5%; "Crown" Black Powder,
15 and 7½%; "Sovereign" Bulk
Smokeless Powder, 20 and 7½%;
"Regal" Dense Smokeless Powder,
20 and 7½%; "Imperial"
Shells, both Bulk and Dense
Smokeless Powder, 20 and 5%;
Canuck Smokeless, 20 and 7½%;
Empty shells, 27½%; 90 days net.
Shot, standard, 100 lbs., Toronto,
\$14.50; Montreal, \$14.25; net
extras, as follows, subject to cash
discount only: Chilled, \$1.50;
buck and seal, 80c; No. 28 ball,
\$1.20 per 100 lbs.; bags less than
25 lbs.; ¼c per lb.; f.o.b. Montreal,
Toronto, Hamilton, London,
St. John and Halifax freight
equalized.

Dominion Hand Traps, \$3.50
each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No.
2, doz. 9 75
Single bit, doz. 6 75
Double bit, doz. 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial
Genuine, Imperial Tough,
Armature Special, White Brass,
Metallic Genuine, Harris Heavy,
Pressure, Hercules Genuine,
White Bronze, Star Frictionless,
Aluminoid, Mogul, No. 0, 1, 2, 3
and 4. Prices 11 to 60c lb.
Thomas Robertson & Co., Ltd.
—No. 1, 32c; No. 2, 23c; No. 3,
19c.

Tallman Brass & Metal Co. — Arctic
Metal—XXX Genuine Superior,
A Special, Hoo Hoo, "A,"
"B," "C," "D," No. 1, 2 and 3.

Prices 11c to 60c pound.
Hoyt Metal Co.—Nickel Genuine,
Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 11c to 60c.
Langwells—Extra, \$1.54; No. 1,
14c; No. 2, 12½c; No. 3, 11½c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, \$1.10; cut
laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

KENZINE, Montreal Toronto
Single bbls., gal. ... 0 32½ 0 31½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.
dia. and smaller, 47½%.
Carriage Bolts (\$1), list, 7-16 in.,
32½%.

Machine Bolts, ¾ in. dia. and
smaller, 47½%.

Machine Bolts, 7-16 in. dia. and
larger, 37½%.

Sleigh Shoe Bolts, ¾ in. dia. and
smaller, 37½%.

Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 32½%.

Coach and Lag Screws, 55%.

Sink Bolts, 60%.

Square Head Blank Bolts, 37½%.

Bolt Ends, 37½%.

Plow Bolts, 37½%.

Elevator Bolts, 37½%.

Fancy Head Bolts, 30%.

Shaft Bolts (\$3 list), 30%.

Step Bolts, large head (\$3) list,
30%.

Whiffletree Bolts, 30%.

Nuts, square, 2½c off list.
Nuts, hexagon, 2½c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 65%.

Tire Bolts, 55%.

BORAX
Lump, Crystal Borax, lb. ... 0 07½

BRASS. Per lb.
Springs, sheets, 8" wide,
up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded ... \$7 50
30-gal. Standard, riveted ... 7 75
30-gal. extra heavy 11 00

BOARDS, BAKE.

Per doz.
No. 1—18" x 24" 6 60
No. 2—18" x 28" 7 20
No. 3—20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 30

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 100%.

BOARDS (Wash)

Tin Plate Zinc
Per doz.

Pony \$1 75
Crown 3 55
Dandy 3 75

Improved Globe 2 40
Standard Globe 2 50
Neptune 3 95
Original Globe 2 75

Newmarket King 4 25
Victor (Glass) 4 25
Jubilee 4 25

Diam'd King (Glass) 4 50
Western King
(Enamel) 4 00

Wood, double faced. 1 25
Subject to small discounts for
quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 15 26
Weighted, 20 lbs., per doz. 17 62
Weighted, 25 lbs., per doz. 21 26

BUTTS.

No. 804 and 840, 57½%; No. 800
and 838, 40 and 10%; No. 802,
55%; No. 808, 50%; No. 810 and
814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.
Railway cans, 40%.

Hands, delivery and creamer
cans, 25%.

Cream cans, 35%; with dome top,
15c extra. Retinned, 70 and
100%. Plain, 70 and 20%.

Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl. carload
lots, f.o.b. Toronto. 1 50 1 50

White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch,
per 1,000 23 00 28 00

Fire brick, English 17 00 21 00

Fire brick, Mm., low 23 00 25 00

Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.
Roofing cement (in bbls.) ... 0 25
Cement (in 5 and 10 gals.) ... 0 23

Cement (in 2 gals.) 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross. 0 65 0 80
Carpenters' lead pen-
cils, per gross 2 40 6 75

Crayons, per gross 0 20
Carpenter, white, gr. 0 65
Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Common cold, ½, \$1.25; ¾, \$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if
B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼
\$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16,
\$6.55; ½, \$6.35; 9-16, \$6.35; 5/8,
\$6.20; ¾, \$6.10; 1, \$5.95; 1½, \$5.80.

Electric Weld Coil Chain—BB.
3-16 in., \$11.45; ¼ in., \$8.15; 5-16
in., \$6.65; ¾ in., \$5.60; 7-16 in.,
\$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain.
¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2,
\$10; No. 3, \$11; No. 4, \$13; No.
5, \$16; f.o.b. Toronto, Hamilton,
Fergus, London and St. Mary's,
37½%; f.o.b. Ottawa, Kingston
and Montreal, 35%.

COPPER.

Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in. 47 50 46 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned,
14x60, 14 oz. 53 00 54 00
Copper sheet, plan-
ished, 14x60 base 58 00 57 00

Braziers' in sheets,
6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,
35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½
No. 7, lb. 0 32½
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 30

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4;
Ideal, egg boxes, with filler, 12
doz. size, per doz., \$4.

CANADA PLATES.

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized
Apollo Crown Gorbals
18x24x52 .. 6 25 6 25 6 50
60 .. 6 50 6 50 6 75
20x28x47 .. 6 75 6 75 7 00
20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base \$ 8 00
IX, 14x20 base 9 00

IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50

IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard
Quality.

IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs..
\$10; 200 lbs., \$10.25.

COKE, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.
Wood Drills, 20%.
Straight Shank Drills, 50%.

MADE IN CANADA



3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

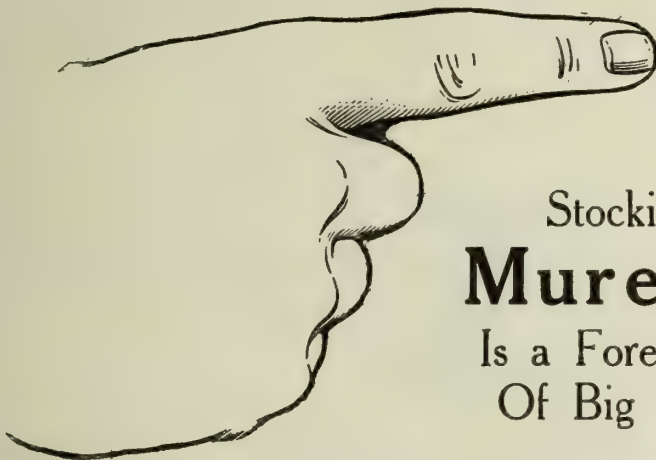
ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG



Stocking
Muresco
Is a Forerunner
Of Big Sales

A Dealer who sells MURESCO FLAT WALL FINISH invariably experiences a big rush at this time of the year, because Muresco is backed by a reputation that makes it sell on sight.

Muresco does not rub, crack, peel or blister. It has superior covering capacity, and is sanitary and durable.

Made in eighteen tints and colors.

Write for our proposition.

Benjamin Moore & Co., Limited
WEST TORONTO



THE NEW PACKAGE

If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00	7 00
1 X, 14 x 20 base	8 25	8 25
1 X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.65	5
McClellan Globe	.65	10
Black Diamond	.55	35
Delta Files	.55	10
Nicholson	.55	35
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 5%; flanged unions, 60%; malleable bushings, 60 and 5%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60 and 5%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Any quantity, in bbls.	32
Drums, 40-gal., per gal.	20
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 45
Smaller sizes extra.	

HALTERS (SNAP AND RING)

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ¼-in., \$16.80;	
¾-in., \$21.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00
Second growth ash, fork and shovel handles, 35 per cent.	

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.	
Zenith	9 00
Atlas, steel covered	\$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King Hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)	\$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Samson Samsen

Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

	Heavy	Strap	Tee
4 in., doz. prs.	\$1 37	\$1 16	
5 in., doz. prs.	1 66	1 45	
6 in., doz. prs.	1 81	1 63	
8 in., doz. prs.	2 46	1 85	
10 in., doz. prs.	4 35	3 33	
12 in., doz. prs.	5 40	5 25	
14 in., doz. prs.	6 16	5 36	

London price figured net at 27½%.

	Light.	
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	2 34	

Heavy tee and strap discount, 27%.

Light tee and strap discount, 50 and 5 per cent.

Screw hook and strap hinge—Under 12 in., per 100 lbs. 5 50

Over 14 in., per 100 lbs. 4 90

Larger 4 60

Extra hooks for above, ¼ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 55 per cent.

Blind discount, 50 per cent.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$9.75; No. 50, \$24; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

Hoes, Grub, 3¼-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS Canadian English

No. 2, per doz.	2 00	3 60
No. 3, per doz.	2 10	4 10
No. 4, per doz.	2 20	4 60
No. 5, per doz.	2 40	

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.10;

No. 1 and smaller, \$4.40; snow pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight, pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½
Less 5 per cent. for full reels.	
500 ft.	
Cable, 70 per cent.	
Leader, 60 and 10 per cent.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles	base 3 50	3 00
Common bar, per 100 lbs.	2 65	2 90
Refined iron, per 100 lbs.	2 90	2 95
Horseshoe iron, per 100 lbs.	2 90	3 00
Norway iron	6 50	5 20
Mild steel	3 05	3 00
Band steel	3 05	3 00
Sleigh shoe steel	3 05	3 00
Domestic	3 05	3 00
Reeled machinery steel	4 50	4 50
Tire steel	3 15	3 15
Toe calk steel	3 95	3 95
Mining cast steel, per lb.	0 09½	0 10
Cammell Laird, lb.	0 18	
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17½	0 18
Spring steel	4 00	4 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
¾ to 1-16	0 05¾
¾ to 1 7-16	0 05¾
2 to 3	0 05

List, plus 30 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case lots	\$13 25
72x30, 26 gauge, case lots.	13 75
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japaned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 45
Ideal Electric, each	2 85
Gasoline Sad irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

	(Step Ladders)
Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	\$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 26 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.	
Banner Buggy	\$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25

Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00
Less 5c a doz. in 6 doz. lots.	

LATHS (METAL) Per sq. yd.

26-gauge, pat'd metal lath	0 13
24-gauge, pat'd metal lath	0 15
23-gauge, pat'd metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.	
Lead Wool, 13c lb.	
Sheets, 3 lbs. sq. ft. 12 50	13 00
Sheets, 3½ lbs. sq. ft. 12 25	12 50
Sheets, 4 to 6 lbs.	
sq. ft. 12 00	12 25
Cut sheets, ¼c per lb. extra	
Cut sheets to size, 1c per lb. extra.	

LINES, PLOUGH

Russian hemp, \$3.80 doz. pair.

Bleached flax, \$5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	\$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	18 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Warner Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	18 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50
Canada First	11 00
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	

NET

Stephenson Washers	\$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	14 40
B.T. Cyclone	6 25
B.T. Cyclone Water Motor	12 80
B.T. Vollmar, No. 2	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven	22 00
Forest City, electric	48 00

MALETS Per doz.

Tinsmiths', 2¼ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 50

MANGLES

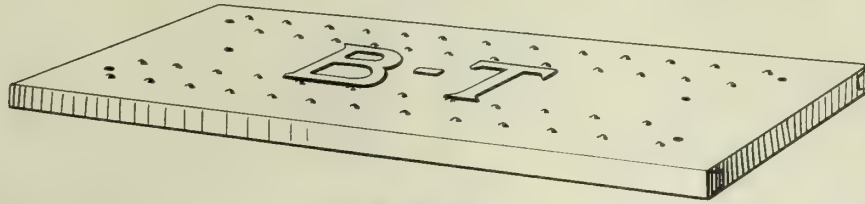
Victor, each	\$15 65
Woodyatt, each	7 25

MOPS

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	



Steel Top Never Warps



Sell the BT Iron-Bound Step Ladder with the everlasting steel top.

It never warps, never rots, never breaks. There are no nails to pull out and cause the whole thing to become shaky.

It is the top that holds a step ladder together. The top counts more than any other part in keeping it rigid. It is the very heart of the ladder.

BT Ladder Never Wobbles

It stands stiff and firm on the floor. You can work on the topmost step without a fear.

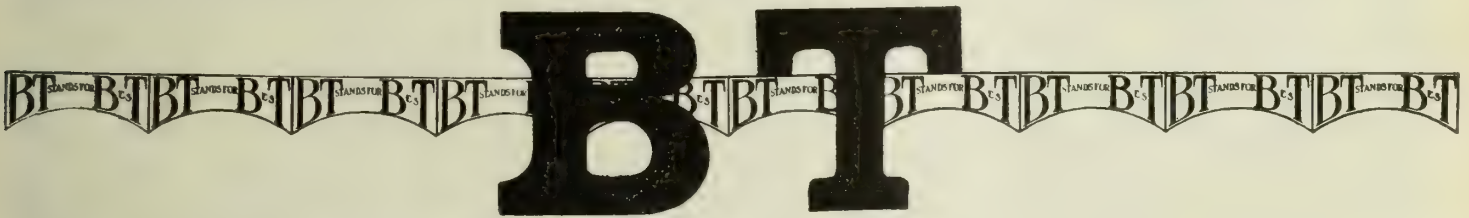


Every step is supported with an iron rod and bound to the risers with galvanized steel plates. These plates prevent the nails driven into the steps pulling out.

The bottom step is additionally supported and braced and the riser reinforced by galvanized steel supports.

Sell a Good Ladder

No one should risk neck or limbs on a shaky ladder. The BT Iron Bound costs but a few cents extra and pays it back every time it is used. The increased satisfaction of your customers adds to your own prestige.



BEATTY BROS., LIMITED

Fergus, Ontario

Edmonton, Alta.

Winnipeg, Man.

Montreal, Que.

St. John, N.B.

BT Pumps, Churns, Washing Machipies, Ladders, Hay Tools,
Wringers, Barn Door Track, Tanks, Pipe and Barn Equipment.

STEP LADDERS



If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,
Toronto, \$3.65 base; Montreal,
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.20; London, \$3.20.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, % diameter,
per 100 lbs., \$3.90. Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/2-in.	\$4 10
No. 4, 1 3/4-in.	3 80
No. 5, 1 15-16	3 25
No. 6, 2 1/4	3 00
No. 7, 2 5-16	2 85
No. 8, 2 1/2	2 75
No. 9, 2 11-16	2 65
No. 10, 2 7/8	2 55
No. 11, 3 1-16	2 45
No. 12, 3 3/8	2 48

London, Hamilton, Montreal,
Toronto.

Less 10 per cent.

NETTING, POULTRY

Discount, 20 p.c. on 1 in. and 2
in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto, 25%;
London, 30%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

Can. prime white petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 33
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 23 1/2	0 21

OLD MATERIALS

Tea lead, pack, 6 1/4 c lb.
Tea lead, chest, 6 1/4 c lb.
Lead (heavy), pipe, etc., 7 1/4 c.
Brass, heavy, 16 1/4 c lb.
Brass, light, 12 c lb.
Zinc, heavy, 15 c lb.
Copper, heavy, 22 c lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 17 c lb.
Compos. turnings, No. 1, 15 c lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2 c;
bicycle tires, 2 1/2 c.

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 71
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 38
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 40
Dry fibre, No. 1	0 59
Plain fibre, No. 2	0 47
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	3 50

Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PAPER, EMERY

Emery paper and emery cloth,
25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 3, 1916.

	Buttweld	Per 100 feet
Size	Black	Galv.
1/8 in.	3 00	4 50
1/4 and 3/8 in.	3 00	5 31
1/2 in.	3 83	5 91
3/4 in.	4 60	7 42
1 in.	6 80	10 97
1 1/4 in.	9 20	14 84
1 1/2 in.	11 00	17 74
2 in.	14 80	23 87
2 1/2 in.	23 40	37 73
3 in.	30 60	49 34
3 1/2 in.	36 80	59 34
4 in.	43 60	70 31

	Lapweld	Per 100 feet
Size	Black	Galv.
2 in.	16 28	25 35
2 1/2 in.	23 99	38 32
3 in.	31 37	50 11
3 1/2 in.	37 72	60 26
4 in.	44 69	71 40
4 1/2 in.	54 61	87 00
5 in.	63 64	101 40
6 in.	82 56	131 50
7 in.	114 20	174 90
8 in. x 25 lbs. per ft.	120 00	183 80
8 in. x 25 lbs. per ft.	138 20	211 70
9 in.	165 60	253 60
10 in. x 32 lbs. per ft.	152 60	235 20
10 in. x 40 lbs. per ft.	197 80	302 80

Above prices f.o.b. Toronto.

	Buttweld	Per 100 feet
Size	Black	Galv.
1 1/8 in.	3 00	4 50
1 1/4 in. and 3/8 in.	2 94	5 25
1 1/2 in.	3 74	5 82
3/4 in.	4 49	7 30
1 in.	6 63	10 80
1 1/4 in.	8 97	14 61
1 1/2 in.	10 73	17 46
2 in.	14 43	23 50
2 1/2 in.	22 82	37 15
3 in.	29 84	48 58
3 1/2 in.	35 88	58 42
4 in.	42 51	60 22

	Lapweld	Per 100 feet
Size	Black	Galv.
2 in.	15 91	24 98
2 1/2 in.	23 40	37 73
3 in.	30 60	49 34
3 1/2 in.	36 80	59 34
4 in.	43 60	70 31
4 1/2 in.	53 34	85 73
5 in.	62 16	99 90
6 in.	80 64	129 60
7 in.	111 90	172 60
8 in. x 25 lbs. per ft.	117 50	181 30
8 in. x 25 lbs. per ft.	135 40	208 80
9 in.	162 20	250 10
10 in. x 32 lbs. per ft.	150 40	232 00
10 in. x 40 lbs. per ft.	192 60	298 70

Montreal and Eastern List.

PIPE (LEAD)

Lead pipe, \$14.
Lead waste pipe, \$15.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65% off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 40
3 inch, in 10-ft. lengths	5 34
4 inch, in 10-ft. lengths	7 04

5 inch, in 10-ft. lengths	9 63
6 inch, in 10-ft. lengths	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London.... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs.	3 50	3 75
Heads, per 100 lbs.	3 75	4 00
Tank plates, 3-16 in.	3 85	4 10

PLUGS (METAL)

Painted wall plugs, per
1,000\$20 00

Galv. wall plugs, per 1,000...\$23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURS

Iron rivets, blacked and tinned,
42 1/2%.

Iron burrs, 42 1/2%.

Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Coppered Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.

Coppered Rivets, net extras,
2 1/2 c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	0 86
Pluvius, 1-ply	1 15
Pluvius, 2-ply	1 55
Colborne Crown, 1 ply	1 20
Colborne Crown, 2 ply	1 45
Colborne Crown, 3 ply	1 75
Compo Certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 00
Excello, 3-ply	2 50
Jewel, 1-ply	1 10
Jewel, 2-ply	1 40
Jewel, 3-ply	1 75

Liquid roofing cement, per
gal., in barrels..... 0 22

Roofing caps, per lb. 0 05

Roofing nails, per lb. 0 06 1/2

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Mont-
real.

ROPE

Pure Manila basis	21
British Manila basis	17
African hemp basis	17
Sisal basis	13
Single lath yarn basis	13
Double lath yarn	13 1/2
Yacht marline	35-40
White polished halyards	22
Hemp, deep sea line basis	20
Hemp, tarred ratline basis	26
Hemp, tarred belt rope basis	28
Marline and Houseline	28
Jute rope basis	15
Italian rope basis	30

Above quotations are basis
prices (%) and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in. 0 27
1/4 in. and larger 0 26

Sisal Clothes Line.

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	40 p.c.

Steel weigh beams20 p.c.
Gurney Standard25 p.c.
Fairbanks Standard Scales.25 p.c.
Crown Even Balance40 p.c.
Richelleu Union Scale.....40 p.c.
Dominion Plates Scales, .40 p.c.
Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

	Doz
Medium	\$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
head, brass, net.

SCREWS

Discounts off Standard List
Wood, F. H., bright 80
Wood, R. H., bright 75
Wood, O. H., bright 75
Wood, F. H., brass 47 1/2
Wood, R. H., brass 45
Wood, O. H., brass 45
Wood, F. H., bronze 40
Wood, R. H., bronze 37 1/2
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz.\$5 00
Bench iron, per doz. 4 75
Cap screws, 55%; Set screws,
60%.

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 35	4 50
12 gauge	4 45	4 60
14 gauge	4 20	4 35
16 gauge	4 25	4 45
18-20 gauge	3 80	3 70
22-24 gauge	3 90	3 85
26 gauge	2 95	3 90
28 gauge	4 05	4 00

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis
and Gorbals are English gauges.
Colborne Crown are English gauges.
While Apollo and Premier are
U.S. gauges. American 10 1/2 oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

	Per 100 sq. feet.
Galvanized Painted	
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8



When Your Paint Stock Gets Low

That is the time to "Get Out of the Rut" and make your re-orders read "Canada Paint." Get the benefit of our big Consumer Campaign and be assured of quicker sales for the remainder of this season.

Re-order

Canada Paint

and make certain of the C.P. Agency in your district for next year and the year after.

Our Co-operative Paint Service this year is the most extensive in Canada, but it cannot be compared with what is planned for 1917.

The wise merchant is in the same class as the proverbial "Early Bird."

*Re-order time is the right time to
"Get Out and Get Under."*

The Canada Paint Company, Limited

572 William St., Montreal

112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels 50 45 25c
Socket sc'ps, 40 and 5 35 and 5
Rivet scoops, 35 and 7½%.
Drain tools, 50%.
Hollow backs and sand, 1st, 50%,
and 4th, 35%.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES

Per square
Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24,
\$3.40; 18x30, \$3.70.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 55 cents.

SOLDER, BAR.

Guaranteed 0 31½
Strictly 0 29
Commercial 0 27

SOLDER, WIPING.

Star extra 0 28½
Easy 0 27½
Acme 0 26

SPELTER. See weekly report.

SPOUTS

Warner Malleable Winged

Shank, per 1,000 \$18 00

STAPLES

Per cwt.

Montreal Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes 5 05

Fence staples, bright, in kegs 3 95

Fence staples, bright, in 25-lb. boxes 4 20

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 50c.

80c.

30c; 25 lb. kegs, 40c; 10 lb. kegs, 50c.

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ent brads; fine finishing; picture
frame points; lining tacks, solid
head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining
tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tufting buttons, 22 line, in dozs.
only; tin capped trunk nails;
zinc glaziers' points, prices quoted
on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; channel
nails; Hungarian nails; miners'
tacks; hob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 75
Linen, No. 404, 66 ft., each. 1 35
Metallic, No. 603, 50 ft., ea. 1 60
Challenge steel, No. 263, 50
ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000... 5 00

TIES, COW

Open Ring, Closed Ring, 40 and
5%.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 40%.

Plain, 70%.

Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and
5%.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth Per 100 feet

8 in.\$3.80

10 in. 4.24

12 in. 5.01

15 in. 6.88

18 in. 8.80

12 cents extra for round head.

TRACK

B.T. Double Angle .12 & 10c ft.

B.T. Double T.11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

Montreal Toronto

5-ply and up 0 27

4-ply 0 26 0 26½

3-ply 0 25 0 24

TUBES

Boller Tubes, Lapwelded.

100 ft., 1½ in. 12 70

100 ft., 2 in. 12 50

100 ft., 2½ in. 13 30

100 ft., 2½ in. 15 95

100 ft., 3 in. 17 50

100 ft., 3½ in. 23 00

100 ft., 4 in. 28 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per neat

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3. 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work bibs, 58%; No. 0

basin cocks, 58%; and 1 and 2

basin cocks, 53%; bath cocks,
64%.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60%.

J. M. T. Globe, Angle and Check

Valves, 35%; Standard, 45%.

J. M. T. Radiator Valves, 50%;

Standard, 57½%; patent quick

opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.

Copper tea and coffee pots,
15%.

Copper boiler and tea kettle pits,
net

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White ware, 70%.

Colonial, 60 per cent.

Premier, 40, 10 per cent.

Star decorated steel, 20, 10,
5 p.c.

Hollow ware, tinned steel, 30
and 10% off.

Enamelled street signs, on ap-
plication.

WARE, GALVANIZED.

Dufferin pattern pails, 10%.

English pattern, 10%.

Galvanized washtubs, 10%.

Galvanized coal hods, list.

Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.

10-qt. flaring sap buckets,
25%.

6, 10 and 14-qt. flaring pails,
25%.

Copper bottom tea kettles and
boilers, list.

Coal hods, 25%.

WARE, STAMPED Plain, 70%.

Retinned, 66 2-3%.

Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 30%; smaller lots,
25%, assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS Horse, 3¼c lb.

WHEELBARROWS.

Navy, steel wheel, doz.26 25

Garden, steel wheel, doz.39 60

Light garden, per doz.30 00

Heavy garden, L-side.36 30

Heavy farm, solid side.39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per
doz. 8 75

Tubular steel, 36 ins., per
doz. 9 75

Tubular steel neckyokes,
36 inches, per doz.12 00

Tubular steel doubletrees,
40 inches, per doz.12 50

Tubular steel lumberman's,
44 inches, per doz.13 00

WIRE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, net;
25 to 36 gauge, 5 p.c.

WIRE, CUT HAY Baling

No. 9, \$3.95; No. 10, \$4; No. 11,
\$4.10; No. 12 and 13, \$4.20; No.

13½, \$4.30; No. 14, \$4.50; No. 15,
\$4.75.

F.o.b. Toronto, Hamilton and
Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70

6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5; No. 19, \$5.25.

F.o.b. Toronto, Hamilton, Mont-
real and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19,
\$3.75.

No. 17, 7-strand, \$5.55; No. 18,
6-strand, \$4.00; No. 19, 6-strand,
\$3.25, in 50 and 100-ft. coils; No.

18, 6-strand, \$3.95 in 1,000 feet

coils, including recs. F.o.b. Ham-
ilton, Toronto, Montreal and
London.

WIRE, FINE STEEL

Discounts 15 per cent. List of

extras. In 100-lb. lots: No. 17,

\$5; No. 18, \$5.50; No. 19, \$



Pick the
Good Ones—
Specify MUNRO'S
ARSENATE of LEAD
AND
PARIS GREEN

Both you and your customers
will be well pleased.

Made in Canada by

The Allan Munro Color Co., Limited, Montreal



Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESSWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30 35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. tins. 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustr 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Moaramel 4 35

FILLER

Luxberry Enamel \$5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French medal 0 16
English common sheet 0 15
English prima 0 17
White pig-foot 0 23½
Perfection amber, ground, No. 1230 0 15
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glue, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80			\$11 90
26 to 34	8 15			12 85
35 to 40	8 50			13 60
41 to 50	11 75			15 50
51 to 60	12 25			15 85
61 to 70	13 10			16 80
71 to 80	14 75			18 35
81 to 84				22 75
85 to 90				24 35
91 to 94				25 00

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price

United	Star	Diamond
Inches		
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85		22 35
86 to 90		24 35
91 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 25 and 5 per cent

GLASS, PLATE

Montreal:

City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.

City discount, 30 and 5% off Toronto.

Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators'

Pure 13 80 13 95

Crown and Anchor 13 80 13 95

Elephant Genuine 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White

Lead 12 80 13 95

O.P.W. Decorators

Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect 13 35 13 50

Ramsay's Pure

Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt.

higher

Brandram's B.B. Genuine, \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less

5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and

Hamilton.

MURESCO

Tints in 5 lb. packages, per 100

lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon

(in quarts)

Brandram-Henderson's "Eng-

lish" white 2 65

"English" ordinary colors 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure 2 65

Elephant 2 35

Freestone, white 2 50

Freestone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and An-

chor 2 60

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 65

Minerva, ordinary colors 2 50

Mellotone, white 2 50

Mellotone, colors 2 40

Lowe Bros. Hard Drying

Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint.

(Wpg.) 2 25

Stephens' Floor Paint

(Wpg.) 1 95

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN

Mun. C.P. Ber-

ro's Co. gers

600-lb. bbls. 38¾ 38¾ 39¼

250-lb. kegs. 29 30 30¾

100-lb. drums 40 40 40¾

50-lb. drums 40 40 40¾

25-lb. drums 40¾ 40¾ 41

1-lb. 100s 42¼ 42¼ 43

¼-lb. 100s 44¾ 44¾ 45

1-lb. 100s 43¾ 43¾ 46

Prices f.o.b. Toronto, Hamilton

and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxberry Primer 2 25

PASTE WOOD FILLER

Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06¾

Barrels 0 06

PUTTY

Standard

Montreal Toronto

Bulk, in casks 2 55 2 65

Bulk, 100-lb. drums 2 75 2 85

Bulk, 25-lb. drums 2 85 2 95

Bladders, in bbls. 3 15 3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange,

35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B. \$3 00

STAINS

Gal.

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finish 2 80

Cro-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Per gal. cans

Brandram-Henderson, Ltd.,

"Gold Medal" 1 80

Copalline Varnish 2 25

C. P. Co's Sun Varnish 2 25

Dependon Light Hard Oil

Finish 1 55

Dulcloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish 2 65

"Dreadnought" varnish

(gloss) 1 90

"Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil fin-

ish 1 20

"Dreadnought" interior var-

nish 1 20

"Dreadnought" terebene

dryer 1 60

"Dreadnought" bronzing li-

quid 1 05

Elastic Oak 1 70

Elastic Interior 2 80

Elastic Exterior 3 00

Elastic Excello 2 00

Your Varnish Department

Should give prominence to T.W.F.

Dougall Transparent Wood Finish,

Interior

Dougall Transparent Wood Finish,

Exterior

Dougall Nogloss Varnish

Dougall Transparent Floor Varnish

Velvet Floor Finish

—cover more surface

—require less work

—last much longer

These finishes will please your customers and will bring them back for more. Write us for further particulars.

The Dougall Varnish Co., Limited, Montreal

RED

S

BRAND
WINDOW
GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11.00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11c; 71 to 83 lbs., 10c;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
85¢; 3 lbs., \$8.25; 3½ lb. and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.10 per lb.;
cut, \$1.25 per lb.; rawhide, sides,
\$1.05; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
42½ p.c.; 7-16 and larger, 27½
p.c.; machine, ¾ and under,
42½ p.c.; 7-16 and over, 32½ p.c.;
machine set screws, 55 p.c.;
plough bolts, 32½ p.c.; nuts,
small lots, net list; case lots, 2½¢
per lb. off; stove bolts, 70 p.c.;
bolts, 65¢; tire bolts, 45¢;
sleigh shoe bolts to ¾, 37½¢;
7-16 and up, 32½¢.

Above prices under revision.
See weekly report.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 66 to 90c per roll, ac-
cording to quality; plain, 44 to
76c; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN

Coil, 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.55; ¾, \$5; 7-16, \$4.75; 1½,
\$4.50; 9-16, \$4.50; 5-16, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
7¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.40; No. 1,
\$5.40; No. 2, \$6; No. 3, \$6.60; No.
4, \$7.50 each.

CLEAVES, MALL. 7½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper
46c per lb. Tinned, 30c; Braziers'
soft copper, 10 24ft 26c; 27¼c.
Soldering irons, 55c base.

DRILLS

Bit stock 55 p.c.; Blacksmith,
¼ in. round shank, 47½ p.c.
Eacestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 15, 20;
Premier, 10; Colonial, 15, 20;
white, 65, 5; diamond, 40; pearl,
15, 20%.

FIXTURES

Stall hollow bar No. 2, \$1.
Galvanized ware, heavy 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400 lb. bbls., 14½¢ lb., 125 lb.

kegs, 15½¢ lb.; 10-lb. jugs, \$1.85
each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.
FILES. Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 29½¢
per gal; \$3.20 per case.

GALVANIZED WARE. Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
95c; 5, \$1.30; 6, \$1.80; 8, \$2.90;
10, \$4.30; 12, \$6.55.

Corrugated Tee Hinges—4,
\$1.15; 5, \$1.70; 6, \$2.15; 8, \$3.75;
10, \$5.25; 12, \$7.60.

HORSESHOES

Iron, No 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED. Apollo and

	"Fleur Premier de Lis"
10½ oz. or 28 Eng.	7 70 7 25
28 Am. or 26 Eng.	7 50 7 00
26 Am. or 26 spec.	7 20 6 70
22 and 24	7 05 6 20
18 and 20	6 85 6 20
16 Am.	6 70 6 00
14 Am.	6 50 5 85

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trullite short, globe, doz. 7 50

LEAD PIPE. \$10.90, \$11.90.

LEAD WASTE. \$10.90.

LINSEED OIL

Raw, per gal., \$1.05; boiled, per
gal., \$1.08.

These prices are for barrels,
less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.60
base; Winnipeg, \$4 base. Cut,
f.o.b. Winnipeg, \$4.

NAILS, HORSE

Capewell, 10 per cent. off list.
NETTING. Poultry, 40 per cent.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.
Hexagon, small lots, ¼¢ advance
over list; case lots, ¾¢ off list.

OIL CANS.

	Gal.	Tin	vanized
¼ gal. dome top	\$2 14	\$...	\$...
1 gal. dome top	2 81	4 25	

2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS

Silver Star oil, 18½¢ gal.;
Royalite oil, 16c gal.; Palacine
oil, 18½¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½¢ gal.

DRY COLORS

Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3c; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4c
per lb. Red lead, kegs, \$15; 13c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.25; ½, \$6.30; ¾,
\$7.05; 1, \$8.85; 1½, \$13.10; 2,
\$17; 2½, \$20.30; 3, \$27.35; 4,
\$45.10; 5, \$58.95.

IRON PIPE

Black, ¼, \$3.55; ½, \$3.65; ¾,
\$4.65; 1, \$5.65; 1½, \$8.35; 2,
\$10.80; 2½, \$12.95; 3, \$17.35; 4,
\$28.65; 5, \$37.50; 6, \$45.10; 8,
\$53.45; 10, \$64.20; 12, \$74.95; 16,
\$97.20.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES. 10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUNITY

100-lb. irons 3 25
25-lb. irons, per cwt. 3 50
1½-lb. tins 0 07

RIVETS AND BURS

Iron rivets, 35 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14c base; pure Manila,
21½¢ base; British Manila, 17½¢
base; lath yarn, 13½¢ base;
African hemp, 17½¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).

33-1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto nota-
tions, making discounts in all
cases 5 per cent. less. All nota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
conch, 60%.

SHEET ZINC.

Any lots, 30c.
Black Steel Sheets
10 12 gauge 4 30
14 16 gauge 4 25
17 24 gauge 4 50

26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; barrow,
\$3.25 base; east, octagon tool
steel, 10½¢ base; square tool
11½¢ base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 and 12 gauge, \$4.30; 14 and
16 gauge, \$4.25; 17 to 24 gauge,
\$4.50; 26 gauge, \$4.60; 28 gauge,
\$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1½ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.
Per Box
20 x 28 I.C. 12 25
20 x 28 I.X. 14 50
Terne Plates 11 00

TURPENTINE

Per gal., barrel lots, 90c.

VISES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25%+75c; full
boxes, iron, 20%+75c.

WHITE LEAD

5-ton lots, \$11.90; ton lots,
\$12.30.

WIRE, BARB

Lyman 4-point, \$3.55 f.o.b. Fort
William, \$3.80 Winnipeg; Glidden
Cattle, 2 pt., \$3.40 Fort William,
\$3.65 Winnipeg; Baker 2 pt.,
\$3.35 Fort William, \$3.60 Winni-
peg; Winnipeg, \$2.85; plain twist,
per cwt., Fort William, \$3.25;
Winnipeg, \$4.55; coil spring, No.
9, Fort William, \$3.80; Winnipeg,
\$4.10; coil spring, No. 12, Fort
William, \$4.00; Winnipeg, \$4.30;
Plain galvanized, No. 9, \$3.75
Fort William, \$4.05 Winnipeg;
No. 12, \$3.95 Fort William, \$4.25
Winnipeg.

Patented screen, in 100-ft. rolls,
\$2 per hundred sq. feet; in 50-
ft. rolls, \$2.10 per 100 sq. ft.

WIRE, PLAIN

\$3.10.
Bale ties, 14 gauge, single loop,
\$1.75 Winnipeg; \$4.35 Fort Wil-
lam.

Brass snare wire, per lb., 70c.

WIRE, ANNEAL

0-9, \$4; 10, \$4.06; 11, \$4.12; 12,
\$4.20; 13, \$4.40; 14, \$4.30; 15, \$4.55;
16, \$4.70.

WIRE (STOVEPIPE)

18 and 19 gauge, 6½¢ per lb.

A Spring Harvest—

is waiting for men who hustle this Spring while building plans are under discussion. **You** can get a share of this business - it means a neat profit, too—if you put a little time on it this season. Our quotations are always favorable.

Write us now about your prospects and allow our engineers to direct your energies into winning channels.

Also Ask for Our Monthly Stock List.

Manitoba Bridge & Iron Works, Ltd.

WINNIPEG, MANITOBA

**DELTA
ELECTRIC
LAMPS**



**DELTA
ELECTRIC
LAMPS**

A LAMP FOR EVERY PRACTICAL PURPOSE

Delta Lanterns are made under the most favorable conditions, out of the very best materials, by the highest grade workmanship — branded with the name DELTA to protect ultimate users, dealers and jobbers against rank infringement.

INDISPENSABLE TO FARMERS, WATCHMEN, DELIVERYMEN and all persons having use for a reliable, cheap and efficient light.

THEY BURN FOR HOURS ON AN ORDINARY DRY CELL.

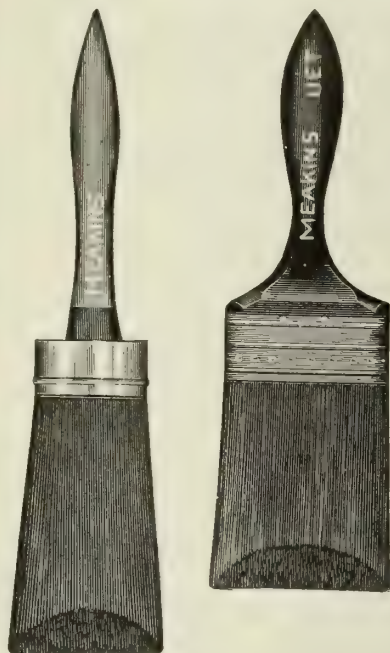
THE MAINER ELECTRIC CO., LIMITED

61-63 ALBERT STREET, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE



Meakins Quality

MAKES STEADY CUSTOMERS OF THE
BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY
THAT ASSURES EASY MANIPULATION AND
THERE ARE NO FALLING BRISTLES TO AGITATE
THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

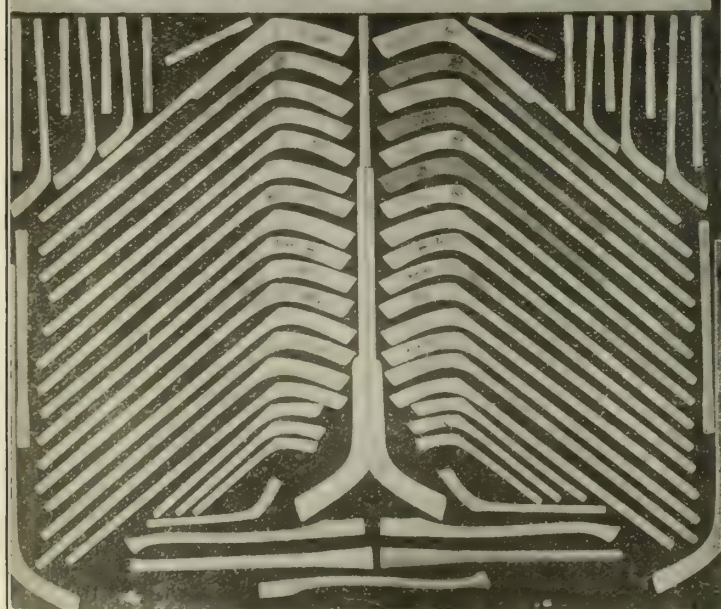
HAMILTON, ONTARIO

Warehouses : Winnipeg, London, Toronto, Montreal.

ST. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS,
HAMMERS MINERS ETC



Values That Bring a Big Trade

Handle our hockey sticks and you will realize quick sales and splendid profits.

Now is the time to place your order. Order at once and avoid the rush. How about your sorting up orders?

We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Mary's, Ont.

A good profit-maker for
your Auto-Accessory
Department.

ADAMSON Vulcanizers

FOR TUBES AND CASINGS.
The tire is repaired without de-
lating or removing it from the
car.

Absolutely automatic.

Place the patch—attach the vul-
canizer, put in gasoline—light it.
No further attention is required.
It can't burn, scorch or injure
tube or casings. It can't fail to
do its work. So simple anyone
can operate it.

Over 500,000 in use. Not a single
one has failed to give pleasing
results.

Save 90% of "Tire Troubles."

ADAMSON REPAIR GUM

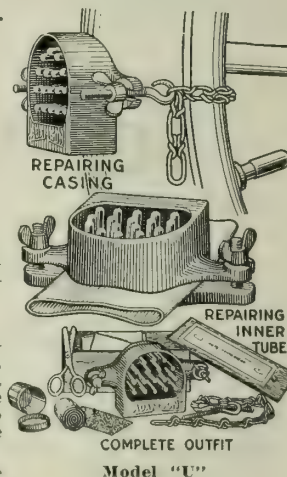
Essential in the operation of Adamson
vulcanizers to ob-
tain the best re-
sults. Its exclu-
sive qualities and
advantages are a
guarantee against
failure. No cement
is necessary.



Adamson Manufacturing Co.

67 Bay Street North

HAMILTON, ONT.



If any advertisement interests you, tear it out now and place with letters to be answered.

100% Sales Increase on Pratt & Lambert Varnishes in STORE OF W. A. WILSON & SON, WHEELING, W. VA.



100% Sales Increase on Pratt & Lambert Varnishes during 1915

THAT'S the result of last year's business on Pratt & Lambert Varnishes in the store of W. A. Wilson & Sons, Wheeling, W. Va. When you consider that they are carload buyers, "100% sales increase" means something! The sales of Vitalite, "61" Floor Varnish and "38" Preservative Varnish ran way ahead of any other similar products that the Wilson people ever handled. Mr. Wilson credits this result to Pratt & Lambert advertising, which makes the varnishes of real quality known to everyone.

Why not buy some "ready-made" sales when you buy varnish? You can do it by handling Pratt & Lambert Varnishes.

Write for Complete Pratt & Lambert Dealer's Proposition.

Pratt & Lambert-Inc.

Varnish Makers 67 Years
24 Courtwright St., Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite-Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business


WILCKES, MARTIN, WILCKES CO.
 135 WILLIAM ST. NEWYORK

SEYMOUR SHEARS
 have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS
 Catalog illustrating full line of Seymour Shears gladly sent on request.
 Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
 Canadian Agents.

Hardwaremen
 You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
 PERTH, ONT.



The PARMENTER BULLOCH CO., Ltd.
 GANANOQUE, ONT.
 Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.


Medals
 Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
 HAMILTON, ONT.


FOOD CHOPPERS
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. Lamplough & Co., Unity Bldg., Montreal



ASSIGNEES AGENTS LIMITED
 154 Simcoe Street, Toronto
ASSIGNMENTS **COLLECTIONS**
 Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Lightning Rods
 for
CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNs
ETC.
ALL PURE COPPER.
 Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.
 We have a good agency proposition.
JOS. LEPROHON
 408 Park La Fontaine. MONTREAL



Big Profit and Satisfaction in Selling
"AYLMER" Force Pumps

 They are certain to sell easily because it has several advantages over the ordinary style.
 Has longer stroke, more power, and works easier.
 While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
 It will be to your interest to write for full particulars now.
Aylmer Pump & Scale Co., Ltd.
 Aylmer, Ont., Canada

SASH CORD
 THE BEST MADE

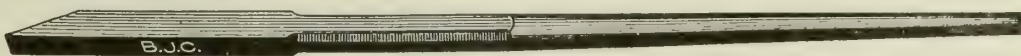
Star Brand Cotton Rope.
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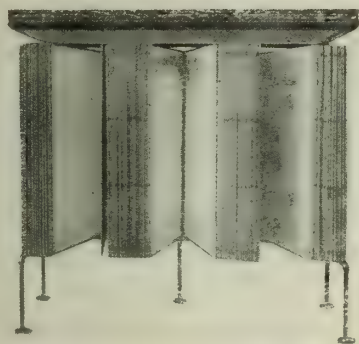
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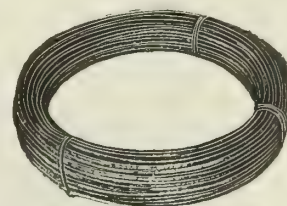
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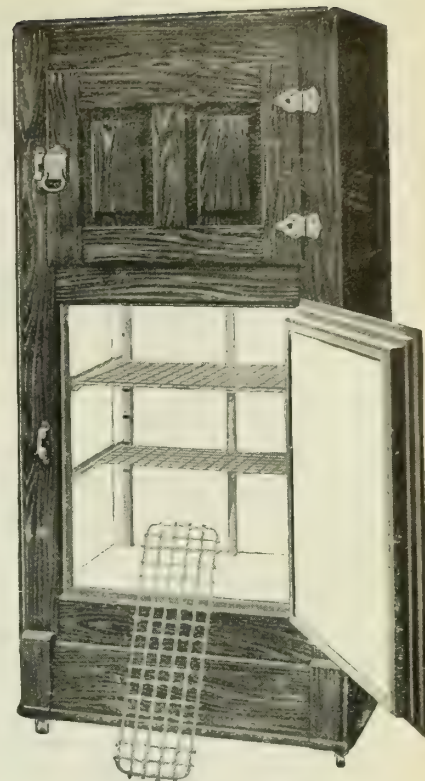
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H. S. Howland, Sons & Co., Toronto.
- Galvanized Wire**
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.
- Game Boards**
Schultz Bros. Co., Ltd., Brantford, Ont.
- Garages, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Garage, Hardware**
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.
- Garbage Cans**
Thos. Davidson Mfg. Co., Montreal.
- Garden Cultivators**
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.
- Garden Tools**
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.
Ward & Payne, Sheffield, Eng.
- Gas Fixtures**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gasoline Gauges**
Badger Craft Shops, Sheboygan, Mich.
- Gasoline Tanks, Underground**
Darling Bros., Ltd., Montreal.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Gates, Farm and Stock**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
McGregor-Banwell Fence Co., Walkerville, Ont.
- Gauges**
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.
- Glass**
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.
- Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.
- Glass Cutting Boards**
The Lufkin Rule Co., Windsor, Ont.
- Glass, Ornamental**
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.
- Glass, Sheet and Figured**
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.
- Glass Paper**
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.
- Glass, Wired**
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Toronto Plate Glass Importing Co., Ont.
- Glaziers' Diamonds**
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.
- Glue**
W. B. Bate & Co., Toronto.
G. F. Stephens & Co., Winnipeg.
- Gauges**
Buck Bros., Milbury, Mass.
- Granaries Portable, Metallic**
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Grindstones**
Cleveland Stone Co., Cleveland.
Miller Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.



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The All-Canadian All-Wooden Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made for machine. Packed singly-packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.
Grinding Compound
The Carborundum Co.

Guns

Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co.,
Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone,
Mich.
Remington Arms-Union M. Co.,
Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil

Marble Arms & Mfg. Co., Gladstone,
Mich.

Hack Saw Blades

E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines

Victor Saw Works, Hamilton, Ont.

Hame Fasteners

Imperial Mfg. Co., Welland, Ont.

Hammers

Stanley Rule & Level Co., New Bri-
tain, Conn.
Whitman & Barnes Mfg. Co., St.
Catharines.

Handles

Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Hand Lanterns

Interstate Electric Novelty Co., To-
ronto.

Hand Screws

National Machinery & Supply Co.,
Ltd., Hamilton.

Hangers, Storm Sash and Screen

The Stanley Works, New Britain.

Hardware, Metal Window

The Stanley Works, New Britain.

Harvest Tools

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Ont.

H. S. Howland, Sons & Co., Toronto.**Hay Unloading Tools**

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Hay Wire

Frost Wire Fence Co., Ltd., Hamil-
ton, Ont.

Heating Drums

Collins Mfg. Co., Toronto.

Hinges

Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London,
Ont.

The Stanley Works, New Britain.**Hinges, Spring**

Chicago Spring Butt Co., Chicago.

Hockey Sticks

Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery

Cushman Motor Wks., Ltd., Winnipeg.
Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Hollow Handle Tool Sets

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Hooks

The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Hoops, Steel and Wire

The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Hooks, Conductor

Metallic Roofing Co., Toronto and
Winnipeg.

Wholesale & Retail, Toronto.**Hooks, Moulding**

The Andrew B. Hendryx Co., New
Haven, Conn.

Hooks, Hat and Coat

Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile

Universal Sales Co., Montreal.

Horsehoes and Nails

The Steel Co. of Canada, Ltd., Ham-
ilton.

Hose, Garden and Lawn

Canadian Consolidated Rubber Co.,
Montreal.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Goodrich Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co.,
Toronto.

Horse Covers

Canadian Consolidated Rubber Co.,
Montreal.

R. Bird & Co., Crewkerne, Eng.

Hot Plates

Collins Mfg. Co., Toronto.

Ice Cream Freezers

Wm. Cane & Sons Co., Newmarket,
Ont.

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

North Bros. Mfg. Co., Philadelphia.

North Bros. Mfg. Co., Philadelphia.

Implements, Farm

Eureka Planter Co., Ltd., Woodstock,
Ont.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Wks., Ltd., Winnipeg.

Iron and Steel Bars

B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd.,
Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pipe

Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pumps

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards

McFarlane Ladder Works, Toronto.

Schultz Bros. Co., Ltd., Brantford.

Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Japans

Berry Bros., Walkerville, Ont.

W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Joist Hangers

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd.,
London, Ont.

Kitchen Cabinets

Schultz Bros. Co., Ltd., Brantford.

Stratford Mfg. Co., Ltd., Stratford.

Krife Polish

Jno. Oakey & Sons, Ltd., London,
Eng.

Knives, Hunting and Fishing

Landers, Frary & Clark, New Britain,
Conn.

Marble Arms & Mfg. Co., Gladstone,
Mich.

Geo. Wostenholm & Sons, Sheffield,
Eng.

Knurling Tools

Pratt & Whitney Co., Dundas, Ont.

Ladders, Step

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

McFarlane Ladder Works, Toronto.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf

F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Lampblack

Barton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New
York.

Lamps, Electric

Busters, Jackson Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Lanterns

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Lanterns, Gasoline

National Stamping & Electric Wks.,
Chicago, Ill.

Latches

The Stanley Works, New Britain,
Conn.

Lawn Fencing and Gates

Banwell-Hoxie Wire Fence Co., Ham-
ilton.

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

B. Greening Wire Co., Ltd., Hamil-
ton.

McGregor Banwell Fence Co., Walk-
erville, Ont.

Lawn Mowers

Whitman & Barnes Mfg. Co., St.
Catharines.

Lawn Seetees

The Dennis Wire & Iron Works,
London, Ont.

Canada Wire & Iron Goods Co.,
Hamilton.

Schultz Bros. Co., Ltd., Brantford.

Stratford Mfg. Co., Stratford.

Lawn Swings

McFarlane Ladder Works, Toronto.

F. E. Myers & Bro., Ashland, Ohio.

Schultz Bros. Co., Ltd., Brantford.

Stratford Mfg. Co., Stratford, Ont.

Linseed Oils

Dominion Linseed Oil Co., Ltd.,
Montreal.

A. Ramsay & Son Co., Montreal.

Turpentine Producers Agency, Tor-
onto.

Lead Pipe

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Levels

Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New
Britain, Conn.

Litter Carriers, Track

and Fittings
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Lockers

Canada Wire & Iron Goods Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Lumbering Tools

Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates

The Barton-Netting Co., Ltd., Win-
sor, Ont.

Match Boxes, Waterproof

Marble Arms & Mfg. Co., Gladstone,
Mich.

Mats, Rubber

Canadian Consolidated Rubber Co.,
Limited, Montreal, Que.

Mechanics' Tools

Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,
Hamilton.

Pratt & Whitney Co., Ltd., Dundas

Stanley Rule & Level Co., New
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Medicine Cabinets

Schultz Bros. Co., Ltd., Brantford.

Metals

The British Aluminium Co., Ltd.,
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C. & Co., Montreal.

Nova Scotia Steel & Coal Co., New
Glasgow, N.S.

The Stanley Works, New Britain.

Tosman Brass & Metal Co., Ham-
ilton.

Williams Bros. & Piggott, Ltd., Bir-
mingham, Eng.

Metal Boxes, for Specialties

Eley Bros., Ltd., London, Eng.

Metal Lockers

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Metal Shingles, Siding, Etc.

Metallic Roofing Co., Toronto and
Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Metal Polish, Emery Cloth, etc.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Oakey, John & Sons, London, Eng.

Metal Windows and Doors

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Mitre Boxes

Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-
tain, Conn.

Monel Metal

The International Nickel Co., New
York, N.Y.

Motor Accessories

Evinrude Motor Co., Milwaukee, Wis.

Motor Boats

Evinrude Motor Co., Milwaukee, Wis.

Motorcycles

Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Motors, Canoe

Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable

Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers

White Mop Wringer Co., Fultonville,
N.Y.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Nails, Wire

The British Aluminium Co., Ltd.,
London, Eng.

Dominion Iron & Steel Co., Sydney,
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited,
Hamilton.

Parmenter & Bulloch Co., Gananoque.

Nickel

The International Nickel Co., New
York, N.Y.

Oils

Brandram-Henderson, Ltd., Halifax,
N.S.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED — A FIRST-CLASS HARDWARE clerk—one capable of taking charge of a retail store in a western city; must have a good personality, steady and thoroughly reliable; married man preferred. Reply, stating age, experience, nationality and salary required, to Box 275, Hardware and Metal, Toronto. (18)

WANTED—A LINE TO HANDLE ON COM- mission for the Provinces of Alberta, Saskatchewan and British Columbia by well-established firm who has the very best of representation. Line must be an all-round-year seller. Can guarantee very best results. Apply to Box 276, Hardware and Metal. (18)

WANTED—GOOD TINSMITH AND FURNACE man, work spare time in hardware store. Steady employment, young man preferred. Box 307, Ceylon, Sask. (18)

POSITION WANTED

SOBER, INDUSTRIOUS, MARRIED MAN, thirty-three; eleven years owner-manager general hardware, plumbing, heating and sheet metal work, open for engagement; road work preferred. Box 277, Hardware and Metal. (18)

FOR SALE

FOR SALE—SECOND-HAND PIPE THREAD- ing and cutting machines. Two — No. 2 (Murchey Type) Semi-Automatic Double Head Nipple and Pipe Threading Machine, ½-inch to 2-inch inclusive, complete with Counter-sunk Pulleys, etc. Two—New Rapid Upright Roller Pipe Cutters (Murchey Type), ½-inch to 2-inch inclusive. One—Heavy Duty Roller Pipe Cutter (Murchey Type), 1½-inch to 4-inch inclusive. One—No. 4 (Williams Type), Power Pipe Machine, 2½-inch to 8-inch inclusive, all complete. One—No. 12 Power Pipe Machine, 4-inch to 12-inch inclusive. Apply Pipe Machine, 4-inch to 12-inch inclusive. Apply Box 279, Hardware and Metal. (17)

OLD ESTABLISHED HARDWARE AND furniture business for sale. Turnover \$45,000, stock about \$15,000; reasonable rent, good town in Edmonton district, Alberta; prosperous mixed farming community. Owner retiring from business. Reply to Box 278, Hardware and Metal. (17)

HARDWARE STOCKS AND GOOD-WILL of the late Frank A. Child. Business well established in Cochrane and Matheson, two of the most promising towns in Northern Ontario. Stock at Cochrane \$10,000.00; store and dwelling, with all conveniences, \$5,000.00. Stock at Matheson, \$5,000.00; stock, store, land and other buildings being sold for \$7,000.00 for quick sale. Apply Estate of Frank A. Child, Box 18, Cochrane, Ont. (17)

HARDWARE BUSINESS FOR SALE—DOING good business in Northern Ontario town. Best agencies held; well assorted, clean stock. No real estate; good stand; moderate rental. Reason for selling, discontinuing retail business. For further details write Box 269, Hardware and Metal. (17)

STOVE AND TINSMITH BUSINESS AND Goodwill, on Main Street, Port Hope, for sale, owing to death of proprietor. Lease to 1st April, 1917. Premises large and fine situation. Good trade enjoyed many years. Stock and tools, \$3,000. Stock book and particulars on application to Seth S. Smith, Solicitor Estate, Box 719, Port Hope. (17)

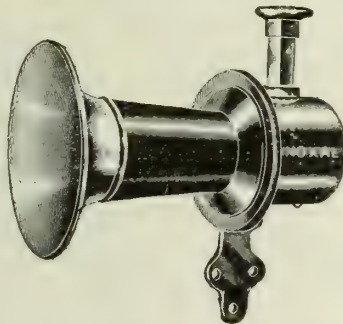
MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (15) **ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY IN- stallation of Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

HARDWARE DEALERS, ATTENTION



Costs you \$2.80 Retail at \$5.00.

A new line for the hardware-man. Get our large catalogue showing a full line of Automobile Accessories at prices that sell.

BIG PROFITS. STEADY TRADE.

The Universal Sales Co.
1446 St. Lawrence Blvd.
MONTREAL, QUE.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

If any advertisement interests you, tear it out now and place with letters to be answered.



SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for metallic fittings for New Customs Offices and Examining Warehouse, Sussex Street, Ottawa," will be received until 4.00 P.M., on Thursday, April 27, 1916, for the work mentioned.

Plans, specifications and forms of contract can be seen and forms of tender obtained on application to the office of Edwin Francis, Caretaker, Post Office, London, Ont., R. L. Deschamps, Overseer of Dominion Buildings, Post Office, Montreal, Thos. A. Hastings, Clerk of Works, Postal Station "F", Toronto, and at this Department.

Firms or others tendering are hereby advised that two separate tenders are to be submitted; one to cover filing cases, etc., the other to cover shelvings, etc.

Persons tendering are notified that tenders will not be considered unless made on the forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works.

Ottawa, April 13, 1916.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—148.



GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and all Petroleum Products

Let us quote you on any quantity from a can to a tank car.

OILS

Continental Oil Co., Limited
WINNIPEG

Branches: Brandon Regina Saskatoon
Swift Current Calgary Lethbridge

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Poultry Supplies

Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium

The British Aluminium Co., Ltd.,
London, Eng.

Powders, Sporting, Black, Smokeless, Leemok (Partly Smokeless)

Du Pont Powder Co., Wilmington,
Del.

Pulleys

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves

Canadian Consolidated Rubber Co.,
Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron

Aylmer Pump & Scale Co., Aylmer,
Ont.
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand

Aylmer Pump & Scale Co., Ltd.,
Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.,
Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty

Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display

R. M. Bowser & Son, Renfrew, Pa.

Ranges

Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Rat Traps

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

Rasps

Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors

Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield,
Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain,
Conn.
Geo. Wolstenholm & Son, Sheffield,
Eng.

Razor Hones

Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N.Y.

Reamers

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead

Brandram-Henderson Co., Montreal.

Registers

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Refrigerators

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.
Anderson-Harold Co., Ltd., Paris,
Ont.

Reinforcing Concrete

Canada Wire & Iron Goods Co., Ham-
ilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor Banwell Fence Co., Walk-
erville, Ont.
Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Revolvers

Colt's Patent Fire Arms Co., Hartford,
Conn.
Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Rifles

Marble Arms & Mfg. Co., Gladstone,
Mich.
Remington- Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights

Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone,
Mich.

Rivets

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.
Northern Bolt & Screw Co., Owen
Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly

McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford

Roofing

Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto
Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies

Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and
Winnipeg.
Roofers Supply Co., Ltd., Toronto.

Runways, Electric

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

Rules and Gauges

Jas. Chesterman & Co., Ltd., Shef-
field, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement

Canadian Consolidated Rubber Co.,
Montreal.

Saws

E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridge-
port, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut

E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Circular

Henry Disston & Sons, Toronto.

Saws, Hand

Henry Disston & Sons, Toronto.

Scalps

Aylmer Pump & Scale Co., Aylmer,
Ont.

John Chatillon & Sons, New York,
N.Y.

Landers, Frary & Clark, New Britain,
Conn.

Walter Woods & Co., Hamilton.

Screen Doors and Windows

Sanderson, Harold Co., Paris, Ont.

Screen Door Sets

The Stanley Works, New Britain.

Screw Plates

Butterfield & Co., Rock Island, Que.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

National Machinery & Supply Co.,
Ltd., Hamilton.

Screw Driver Bits

Ruck Bros., Milbury, Mass.

Screw Drivers, Packets

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Marble Arms & Mfg. Co., Gladstone,
Mich.

Screws, Nuts, Bolts

Northern Bolt & Screw Co., Owen
Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood

Steel Co. of Canada, Ltd., Hamilton.

Sevthes, Stones

The Carborundum Co., Niagara Falls,
New York.

Shears, Scissors

Acme Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain,
Conn.

Henry T. Seymour Shear Co., New
York.

G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield,
Eng.

Sheet Metal Products

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Metallic Roofing Co., Ltd., Toronto

O. Rib-O Mfg. Co., Winnipeg, Man.

Pedlar People, Ltd., Oshawa, Ont.

Shelf Boxes

Cameron & Campbell, Toronto.

Shellac

Berry Bros., Walkerville, Ont.

Dougall Varnish Co., Ltd., Montreal

Shelving, Steel Store

The Dennis Wire & Iron Works
London, Ont.

Shock Absorbers

Adamson Mfg. Co., Hamilton.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Stoves and Screens

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

P. Greening Wire Co., Ltd.,
Hamilton.

Silo Irons

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Silo Roofs

Metallic Roofing Co., Ltd., Toronto
and Winnipeg

Silverware

Canadian Wm. A. Rogers, Ltd., Tor-
onto.

McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida,
N.Y.

Skylights

Metallic Roofing Co., Ltd., Toronto
and Winnipeg.

Pedlar People, Oshawa, Ont.

Sliding Door Hardware

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Smoke Stacks

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

Snow Shovels

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Solder

Canada Metal Co., Ltd., Toronto.

Hoyle Metal Co., Toronto.

Spark Plugs

Henricks Magneto & Electric Co.,
Indianapolis, Ind.

Interstate Electric Novelty Co., To-
ronto.

Splicing Compound

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.

Sporting Goods

Thos. Davidson Mfg. Co., Montreal.

Horton Mfg. Co., Bristol, Conn.

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

Marble Arms & Mfg. Co., Gladstone,
Mich.

St. Mary's Wood Specialty Co., St.
Mary's, Ont.

Sprayers

Collins Mfg. Co., Toronto.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birming-
ham, Eng.

Stable Fitting Steel

The Dennis Wire & Iron Works,
London, Ont.

Stains, Shingle

W. B. Bate & Co., Toronto.

Berry Bros., Walkerville, Ont.

Brandram-Henderson, Ltd., Halifax.

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.

Canada Paint Co., Ltd., Montreal.

Dougall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Staples

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

P. Greening Wire Co., Ltd., Hamil-
ton, Ont.

The Stanley Works, New Britain.

Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Steel, Cold Rolled Strip

The Stanley Works, New Britain,
Conn.

Steel Wire Hoops

Dominion Iron & Steel Co., Ltd.,
Sydney.

Steel Co. of Canada, Ltd., Hamilton.

Stencils

Hamilton Stamp & Stencil Co., Ham-
ilton, Ont.

Step-ladder Chairs

McFarlane Ladder Works, Toronto.

Schultz Bros. Co., Ltd., Brantford,
Ont.

Stratford Mfg. Co., Ltd., Stratford,
Ont.

Store Ladders

P. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies

Butterfield & Co., Rock Island, Que.

Stoves, Electric

Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces

Findlay Bros., Carleton Place.

Thos. Davidson Mfg. Co., Montreal

Stoves, Sheet Iron

Collins Mfg. Co., Toronto.

Stove Pipes

Collins Mfg. Co., Toronto.

Switches, Electric

Soren Bros., Toronto.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Interstate Electric Novelty Co., Ltd.,
Toronto.

Northern Electric Co., Ltd., Montreal.

Tacks

Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Taps

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Jas. Chesterman & Co., Ltd., Shef-
field, Eng.

Lufkin Rule Co., Windsor, Ont.

Technical Books

MacLean Publishing Co., Toronto.

Threshing Tools

Pratt & Whitney Co., Dundas, Ont.

Thimbles

Collins Mfg. Co., Toronto.

Ticket Punches

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Tie Posts

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Tiling, Wall and Floor

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

The Barton-Netting Co., Ltd., Wind-
sor, Ont.

Tinners' Snips

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Brown, Boggs Co., Ltd., Hamilton.

Tin Plates

A. C. Leslie & Co., Montreal.

Roofers Supply Co., Ltd., Toronto.

Tinware

Soren Bros., Toronto.

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Tires, Auto, Bicycle and

Baby Carriage

Canadian Consolidated Rubber Co.,
Montreal.

Tire-Savers

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Toasters

Collins Mfg. Co., Toronto.

Landers, Frary & Clark, New Britain,
Conn.

Northern Electric Co., Ltd., Montreal.

Tools

Ruck Bros., Milbury, Mass.

The Goddell-Pratt Co., Greensfield,
Mass.

Frank Mossberg Co., Attleboro, Mass.

Millers Falls Co., Miller Falls, Mass.

National Machinery & Supply Co.,
Hamilton.

Pratt

Look for the full name
Russell Jennings
 stamped on the round of our
Auger Bits
 The original double twist auger bit, patented by
 Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
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 HEADQUARTERS FOR
LAMPBLACK
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 Originators of Eagle, Old Standard,
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 Suppliers of Bulk Blacks to the highest
 class Grinding Trade.
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 FOR HIGH SPEED FOR HEAVY PRESSURE
 Try It.
 Every Pound Guaranteed.
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 "DREADNOUGHT BRAND"
 Write for Sample and Price.
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 BRITISH PAINT SPECIALTIES
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 Fine Colors, Varnishes, Japans, Dryers.
 Shellacs, Enamels, Glues, etc.
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It's Made of Heavy Open Hearth Steel Wire
 with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.
 You can sell our fence with a clear conscience and make money, too.
 Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.
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 Hamilton, Ontario

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 SHEFFIELD, ENG. LIMITED
 Avoid imitations of our
CUTLERY REGISTERED TRADE MARK
 By seeing that this exact mark is on each blade.
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Hardwaremen, Increase Your Sales
 Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.

DENNISTEEL
 LONDON - CANADA

Lockers, Shelving, Stools, Bins, Cabinets,
 Office Equipment, Etc.



Iron Stairs, Fire Escapes, Coal Chutes, Doors,
 Gratings, Grills, Window Guards, Wire Screens,
 Fence, Mats, Baskets, Etc.

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 MADE-IN-CANADA
 PRODUCTS LEAD
 THE WORLD?

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 WORKS CO. LIMITED**
 LONDON - TORONTO


CHICAGO STEEL BENDING BRAKES
 MADE-IN-CANADA
 Used by over ten thousand Sheet Metal Workers
 in U. S.
 Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

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Now Complete

A line of Washing Machines of Real Merit



The "1900" line consists of :

Two styles of electric or gasoline motor machines, each in two sizes.

Two styles of water-motor machines, to operate under low or high pressure.

Several styles of hand-operating machines of superior and exclusive design.

All these machines have special features to recommend them to the discriminating buyer. The outstanding merit of the "1900" line of washing machines and wringers must appeal alike to dealer and to buyer.

Write for full list and description of our various types of machines. Liberal discounts. Prompt deliveries from our factory at Toronto.

"1900" WASHERS ARE SURE SELLERS

The Nineteen Hundred Washer Co.

357 Yonge Street

TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.

A Few Bouquets

Usually this space is devoted to the Manager's Weekly "Straight Talk," but so many readers have been doing some talking on their own account, about Hardware and Metal's recent Spring Number, that we are going to present them with this page, in order to reproduce some of the very kind comments we have received.

C. W. CONN, TILLSONBURG, ONT.

"Re your Annual Spring Number:

"I have gone carefully over same from front to back cover, and certainly have found a great deal of information, and I must compliment you on getting out such an excellent piece of work, and I am sure the hardware trade throughout Canada will greatly appreciate your efforts in this Spring Number."

THE JOHNSON HARDWARE CO., FORT FRANCES, ONT.

I have just received your Spring Number of HARDWARE AND METAL, and I think it is one of the finest copies you have put out yet. It really is astonishing how much information and good reliable news you can put in this paper, and I cannot see how anyone dealing in hardware and metal can do without such a valuable paper, and especially at these times, when prices are changing so much. It certainly is good to have it to refer to when price quotations are needed. I have it on my desk all the time, and it is never a day without being consulted, either for prices or for addresses of firms I want to get in touch with.

GEORGE E. SMITH & CO., HALIFAX, N.S.

We are in receipt of the Spring Number HARDWARE AND METAL, and in this connection we wish to compliment you on the excellence of this edition, as, in our opinion, it is a most complete and admirably compiled number.

J. C. WANLESS, CHATHAM, ONT.

There seems to be so many real meaty articles in your Spring Number that it really takes a long time to thoroughly digest them.

I want to say that your Spring Number excels any that you have turned out, and that is saying a great deal. I consider that I received far more than my total cost from this number alone, and I might go farther and say, with all sincerity, that during these strenuous times, with so many price changes, I feel we receive our full yearly subscription in every issue.

D. H. DOUGLAS, CHATHAM, ONT.

The Annual Spring Number of HARDWARE AND METAL is most comprehensive. There is a fund of information in it that no hardware merchant, however wideawake, can afford to pass by without careful consideration.

I want to mention particularly the article by Mr. J. O. Garfield on Stock Insurance. It is a very lucid, setting forth of facts regarding which many a man has learned by bitter experience that the interests of the insured and of the insurance companies are directly opposed. I mean to give more careful attention to the wording of my insurance policies from now on.

JOHNSON BROS., BOISSEVAIN, MAN.

We have read with care and great interest your Annual Spring Number of HARDWARE AND METAL. The number is bristling with topics of vital interest to the retail trade, and our hearty congratulations are extended.

HARDWARE AND METAL is assisting us to bigger and better business, and we believe it is worthy of serious perusal each week by every hardware merchant. The splendid educative campaign of the past year we have enjoyed, and feel sure is receiving the sincere mark of approval from every RETAILER.

H. LENDON, LEAMINGTON, ONT.

Re my opinion of your Spring Number of HARDWARE AND METAL, would say I think it is a splendid issue indeed. The advertising pages are very attractively set up, and you seem to have secured about all of the leading manufacturers in the Dominion, which should have good results for them from the trade.

The reading articles also are very interesting and instructive, and should be an inspiration to many a hardware dealer to "keep at it" on many of the new lines suggested, and thus eventually achieve success.

Wishing you my sincere compliments on your efforts.

H. H. OTTON & SON, BARRIE, ONT.

We consider your Spring Number one of the best issues yet published.

We have been a subscriber to your paper for over twenty years, and when it fails to come along on Saturday it is quite a disappointment.

THE FIFE HARDWARE CO., FORT WILLIAM, ONT.

Permit us to compliment you on the last Annual Spring Number of HARDWARE AND METAL, which is a credit to your staff and of great assistance to the hardware trade.

MOORE HARDWARE CO., LTD., ST. CATHARINES, ONT.

"The Best Yet" is our opinion of the excellent edition of your Annual Spring Number of HARDWARE AND METAL.

You certainly deserve great credit on this number, as the information contained therein is invaluable to the hardware merchant. The manner in which the Jobbers and Manufacturers have taken up every available advertising space clearly demonstrates to you their opinion of HARDWARE AND METAL as an advertising medium.

It is a pleasure, indeed, to congratulate you on this number as "The Best Yet."

SASKATOON HARDWARE, LTD., SASKATOON, SASK.

Your Annual Spring Number came to hand in due course, and I certainly think you are to be complimented on this issue. It is without doubt the finest issue of any trade paper I have ever seen, and is a credit to your organization.

THE LOUGHEED HARDWARE CO., LOUGHEED, ALTA.

We greatly appreciate HARDWARE AND METAL at all times. We consider that it is absolutely the leading paper in our line of business, and no up-to-date hardware man should be without it.

What appeals to us chiefly is the Winnipeg trade review and the market prices.

Regarding the Spring Number, our opinion of it is that it would be hard to beat it; the articles are all on live questions and well handled.

A. M. BELL & CO., LTD., HALIFAX, N.S.

We have great pleasure in congratulating you upon the Spring Number of your publication, which is the best that we ever remember seeing—so many features commend themselves that we refrain from particularizing.

The amount of work and resourcefulness in compiling the various statistics must have meant inestimable time and expense.

This number will be of value not only for the moment, but for months to come, and the hanger placed on it provides for its being at hand for ready reference.



When their lives depend upon their rifle, men use the Ross .280 High Velocity

The Ross .280 is the natural successor to the finest European imported rifles. Its low trajectory, great destructive power and remarkable accuracy make it a necessary adjunct to a successful hunt.

The Ross .303 Sporting Models are also most popular. They are made with the same action and take the same cartridge as the military weapon. They are very accurate and well finished rifles.

In ordering do not forget the Ross .22 Cadet Rifle. It is the easiest seller of them all, and each sale of a Ross Rifle means a satisfied customer.

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ROSS RIFLE CO. ∴ ∴ QUEBEC

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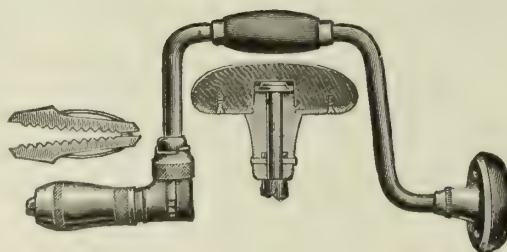
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ATKINS TROWELS are made of STERLING Saw Steel. They satisfy the best mechanics and command the highest profit. Get our prices for Spring of 1916.



ATKINS BRACES are known as the Profitable Line. Everything about them the very best for the money. Our complete Brace Catalogue ready for the asking.



E. C. ATKINS & CO.
MAKERS OF STERLING SAWS

Factory - Hamilton, Ont.

Vancouver Branch—109 Powell Street

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Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fast, etc.

Special prices on application

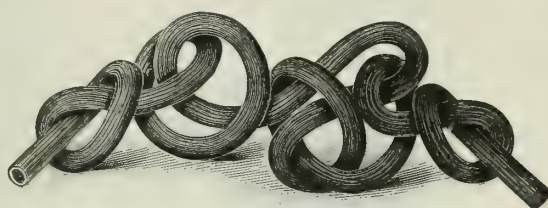
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Importers, Jobbers and Manufacturers

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The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
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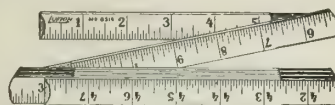
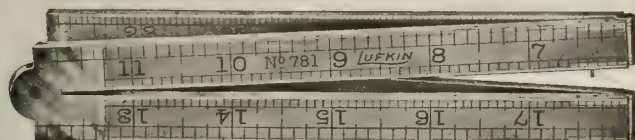
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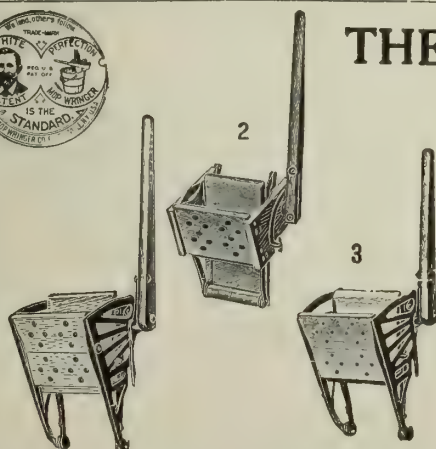
These Two Words Instantly Suggest One Another Wherever
Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



Measuring Tapes — Boxwood Rules — Spring Joint Rules
A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.





McKinnon Folding Chairs

Why not boost your summer sales with a profitable specialty—one that you can sell to every auto and motor boat owner in your territory.

McKinnon Chairs are so attractive in appearance, so convenient, so pre-eminently useful they will appeal to your trade at sight—they'll almost sell themselves.

They make room for extra passengers without crowding.

They are light weight, simple, strong, durable—will outlast several wooden chairs. Write at once for catalogue and prices.

McKinnon Dash Company

ST. CATHARINES, ONT.

FEATURING ELECTRICAL GOODS

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

April 29

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THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

Iron and Steel

Angles, Beams, Channels, Plates, Merchant and all special grades. Hoops for all purposes. Bright Cold Rolled Strips.

Sheet Metals

Black, Galvanized and Tinned Sheets. Tin and Terne Plates, including special high grade. Sheet Copper, Brass and Zinc. "Dominion Crown" Canada Plates, Galvanized Polished and Black.

Ingot Metals

Antimony, Aluminum, Copper, Lead, Tin, Zinc Spelter.

Pig Iron

Foundry and all Special grades—Steel-Making Iron.

Ferro Alloys

Ferro Manganese, British, 78/80%. Ferro Silicon 50%. Ferro Silicon 18% and 10%. Spiegel standard 20%.

Everything in Raw Materials for the Steel Foundry
OPEN HEARTH CONVERTOR or ELECTRIC

A. C. LESLIE & CO., LIMITED
MONTREAL

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

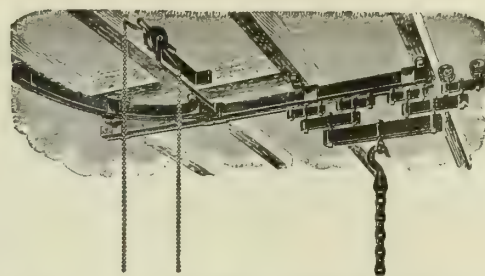
WORKS: LACHINE CANAL, - - - - MONTREAL

Brooms of **Quality**

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$3.75, \$4.25, \$4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG



R-W TROLLEY CARRIER SYSTEMS

Pay for themselves in a year.
Only complete line made in Canada.



R-W WAGON JACKS

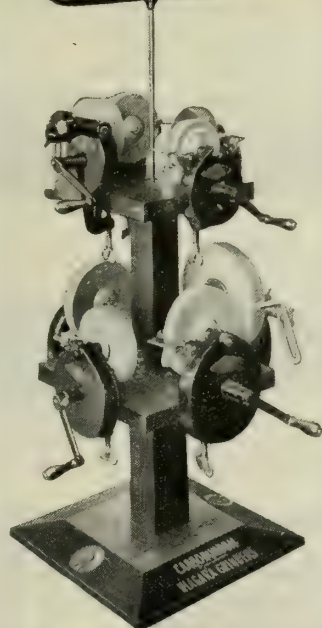
The Standard Everywhere.
FOUR SIZES—ALL STEEL



GRINDSTONES

All kinds, loose and mounted.
This one is the 015 Rural Power Stone which retails in Ontario at \$9.75.

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



CARBORUNDUM NIAGARA GRINDERS

HAVE your display stand equipped with a well assorted stock of Carborundum Niagara Grinders, then put it in some prominent place. Don't forget that every man who comes into your store and turns the handle "just for fun" is a possible customer.

Its Up to You to Make Him a Purchaser.

The Carborundum Company
Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

SCALE TANG KNIVES AND FORKS

Our Large Stock enables us to make prompt deliveries on this important line,
a few of which we illustrate.



No. 20001	Medium Knives and Forks	3 5/8 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 30001	Medium Knives and Forks	3 5/8 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 40001	Medium Knives and Forks	3 5/8 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



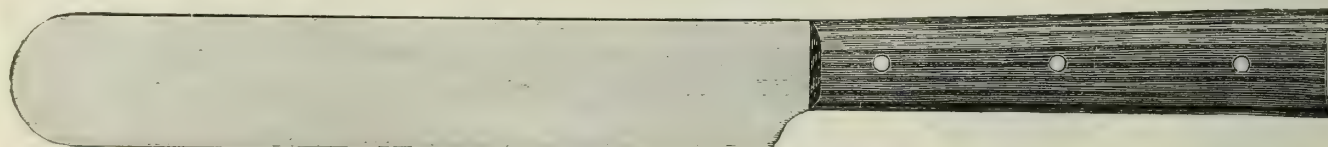
No. 22401	Medium Knives and Forks	4 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 32401	Medium Knives and Forks	4 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 42401	Medium Knives and Forks	4 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 18781C	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781C	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781C	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 18781B	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 28781B	Medium Knives and Forks	3 1/2 inch Ebony	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 38781B	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 1878	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	Metal Bolsters and Caps	4 Tine Steel Forks
No. 400	Medium Knives and Forks	3 1/2 inch White Bone	Handles	Metal Bolsters and Caps	4 Tine Steel Forks



No. 1908	Medium Knives and Forks	3 1/2 inch Cocobolo	Handles	3 Tine Forks, Polished
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Write for Samples and Prices.



LANDERS, FRARY & CLARK
NEW BRITAIN CONNECTICUT
A. MacFarlane & Co., Limited, Montreal
Canadian Representatives



HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools**, and in calling special attention to the

DISSTON PLUMBS and LEVELS

The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

you will find they stand in a class
apart from others in regard to
Quality of Material, Workman-
ship, Efficiency and Beauty of
Finish.

"DISSTON"
is a guarantee of
QUALITY

SOLD FOR NEARLY FIFTY YEARS

Look them up
It will pay you

WE ARE HEADQUARTERS FOR DISSTON GOODS

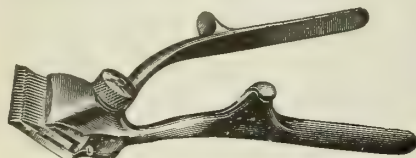
LEWIS BROS., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

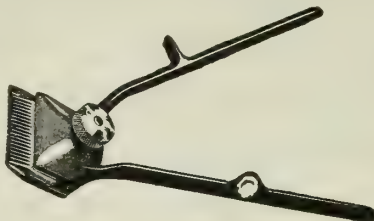
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

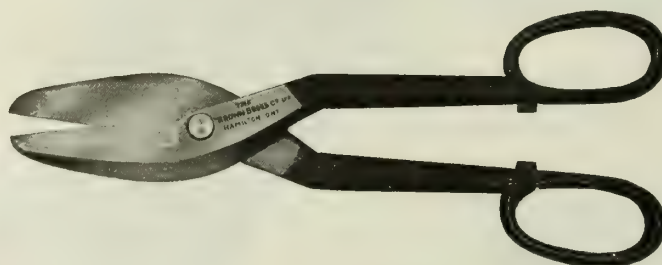
Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips
Bench Shears
Riveting Hammers
Setting Hammers
Soldering Irons, all sizes

Punches and Chisels
Hollow Punches
Rivet Sets
Gasoline Firepots
Charcoal Firepots

Gas Firepots
Steel Letters and Figures
Cutting Nippers
Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

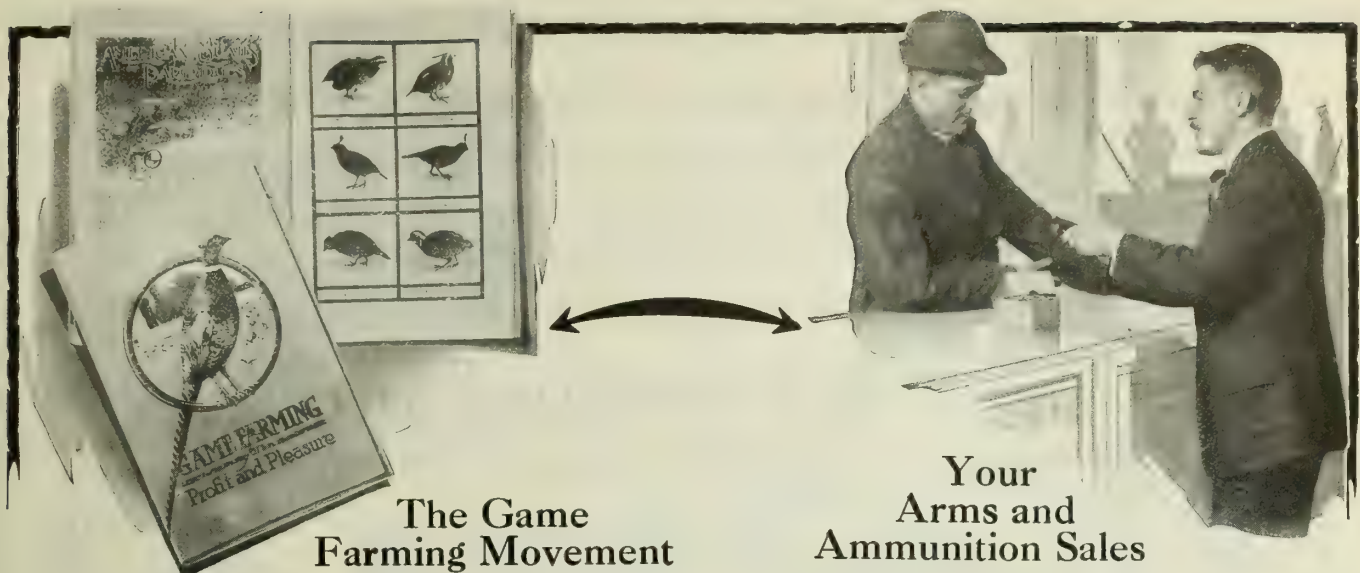
Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.



Closely Connected

As you are probably aware the Hercules Powder Co. has inaugurated a nation wide campaign on game farming—the preservation and breeding of game birds.

There is a much closer connection between this movement and your business than might appear at first sight.

More game means more hunting.

More hunting means greatly increased sales of arms, ammunition and outdoor equipment.

These facts are obvious.

The task we have set ourselves is not an easy one, or one that can be accomplished in a day. But the necessity that the work be done, and the great good that will come from it, not only to you and to us but also to the country as a whole, assures success.

Already the response has far exceeded our greatest hopes. We believe that you, with other progressive merchants, will extend your good will and your active co-operation, whenever the opportunity arises.

We should be very glad to send you a copy of the 64 page book, "Game Farming for Profit and Pleasure," which explains the movement in detail. Perhaps you will become a game farmer yourself after reading it. It may enable you to persuade some of your friends and customers to start game farms. Write today for your copy.

The Hercules Powder Company manufactures Infallible and "E. C." Smokeless Shotgun Powders and L. & R. Orange Extra Black Sporting Powder. When ordering shells specify that they be loaded with these powders.



HERCULES POWDER CO.

9 West 11th Street, Wilmington, Delaware

If interested, tear out this page and keep with letters to be answered.

When Your Customer Wants Ice Cream

he wants the best, because ice cream that disappoints is worse than none at all.

The uniformly frozen, firm and smooth ice cream that is the best is that which is most thoroughly stirred and beaten while being frozen.

For this reason the purchaser wants that freezer that, in the greatest degree, keeps its contents in motion —

He Wants the WHITE MOUNTAIN Freezer the only Triple-Motion Freezer on the Market



Triple motion means that where ordinarily a freezer-can and its dashers revolve in opposite directions, the White Mountain has two sets of dashers revolving against each other, and its can revolving in the opposite direction to the outer set of dashers, thus giving the cream three motions in place of two.

The White Mountain is strong and durably made, sanitary, easy to operate, and made in all suitable sizes.

And he wants it to-day if you will remind him!

LONDON TORONTO
MONTREAL
ST. JOHN, N.B. HAMILTON

McClary's

WINNIPEG VANCOUVER
CALGARY
EDMONTON SASKATOON

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SAMSON

Baseball Goods

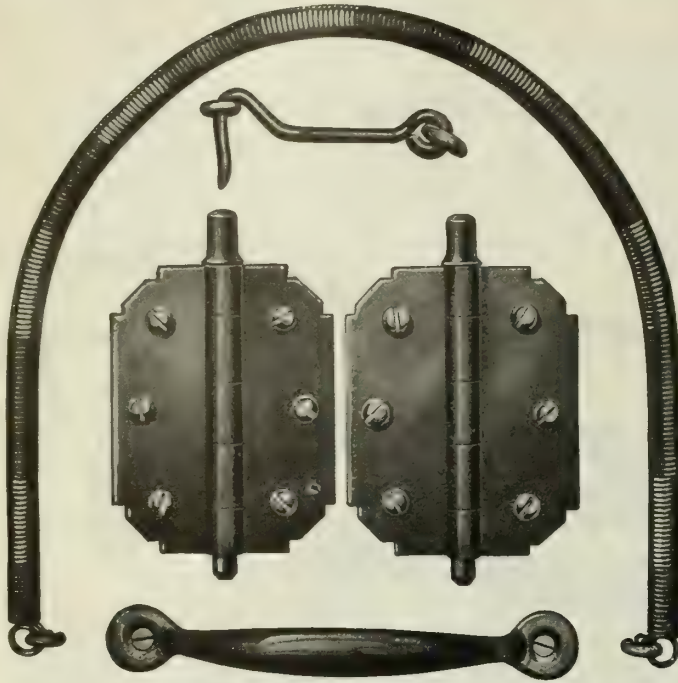
Truly worthy of
the "SAMSON"
Name and
Guarantee

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE
TORONTO

LIMITED



If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

**Order Your Hardware
for Screen Doors**

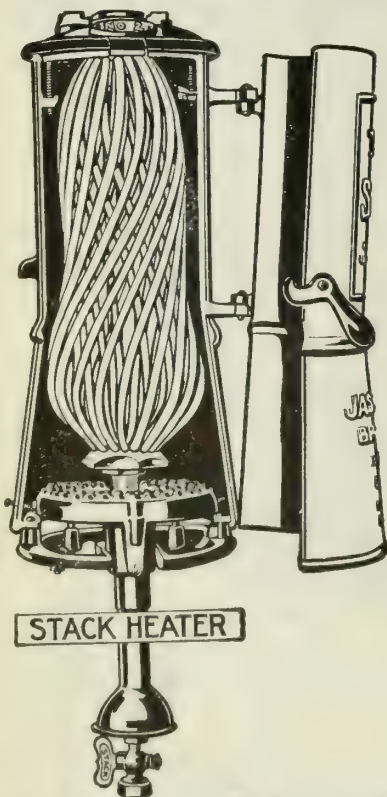
NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



STACK FACTS

**From Recent Tests Made by Various
Gas Light Companies**

There were 18 different Heaters tested under practical conditions, the conditions being the same for each Heater.

The STACK proved the best in every test.

The STACK heated the water quickest.

The STACK heated the water hottest.

The STACK heated the most water.

The STACK showed the highest efficiency.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

WROUGHT PIPE BALE TIES



WIRE
BOLTS
AND NUTS



IRON AND BRASS SCREWS
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM and Bell) (MRM)
Putty.

QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

If interested, tear out this page and keep with letters to be answered.

Wholesale Distributors

for

Stanley Tools

Hunt Planes

Community Silver-Plated Ware

Colborne Electric Irons

O-Cedar Mops and Polish

Cavalier Vacuum Sweepers

HARDWARE
AND METALS



With our large and varied stock we are prepared better than ever to take care of all orders entrusted to our care, and to give entire satisfaction to all our customers.

Mail orders are given special attention.

We keep

RAILROAD AND MILL SUPPLIES

at lowest prices.

Shovels, Picks, Crowbars and Wheelbarrows, Drag and Wheel Scrapers, Cement Barrows, etc.

Caverhill, Learmont & Co.
MONTREAL

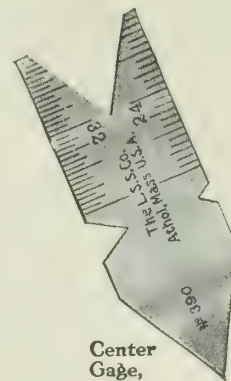
If interested, tear out this page and keep with letters to be answered.

SMALL TOOLS Every Machinist Should Own



Positive
Stop Thread
Gage, \$1.50

AMONG the well known Starrett Tools are a great many small tools that should be in the kit of every machinist. These small tools, such as center gages and thread gages, are as accurate as the more complicated micrometers, vernier calipers and other measuring instruments which are recognized as standard by all engineers and mechanics throughout the world.



Center
Gage,
25c

Starrett Tools

2100 styles and sizes, including micrometers, vernier calipers, dividers, combination squares, steel rules, steel tapes, calipers, hack saws, and many others.

A stock of Starrett Tools will attract to your store the trade of the skilled mechanics not only for tools but for all other hardware needs.

We deal direct with retail hardware stores.

Write for Free Catalog No. 20-MA
prices and discounts.

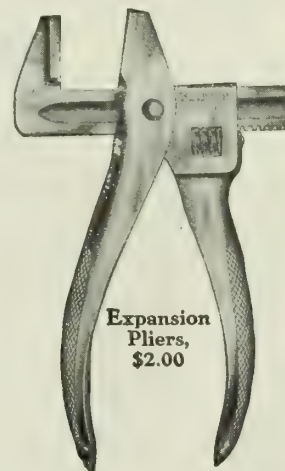
The L. S. Starrett Co., Athol, Mass.

"The World's Greatest Tool Makers"

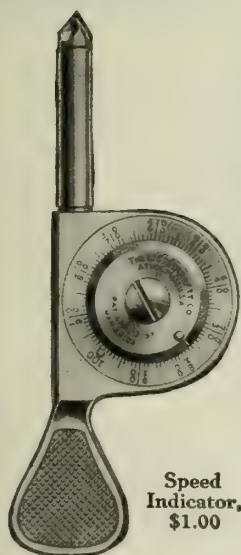
London

New York

Chicago



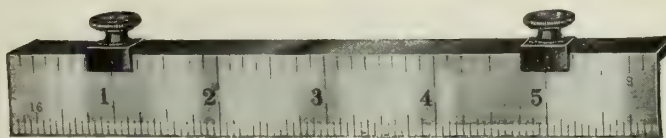
Expansion
Pliers,
\$2.00



Speed
Indicator,
\$1.00



Thickness
Gage,
\$1.50



Key Seat Rule, 6 in., \$2.25



If interested, tear out this page and keep with letters to be answered.

The Vogue of Community Plate

Fifth Avenue Decorator says Community Plate
is Supplanting Solid Silver in the Homes
of Wealthy New Yorkers

THE following interview with Mr. F—, interior decorator for L— & Co., Fifth Avenue, New York City, gives the facts in regard to some very wealthy New Yorkers. It also indicates, we believe, the modern trend in silverware buying.

THE INTERVIEW*

"I am told, Mr. F—, that you do interior decorating for the 'New York smart set.'"

"You might call them that. But 'smart set' is a rather indefinite term, isn't it? My clients are people of wealth and social position, if that is what you mean."

"Suppose we drop 'smart set' then. Could I say that as an interior decorator you have access to many homes of wealth?"

"Yes. That is entirely true."

"The furniture in such homes is remarkable, I suppose?"

"Occasionally it is extraordinary. For instance, the dining room alone in Mrs. H. L. B—'s home in Park Avenue contains a collection of Sheraton and Chippendale furniture valued at \$50,000."

"What is the table service in Mrs. B—'s house like—the knives, forks and spoons, I mean? They are solid silver of course?"

"Solid silver? Not at all. She has the Georgian pattern in Community Plate. This design harmonizes perfectly with her beautiful furniture."

"Have you seen Community in other homes of great wealth?"

"Yes, in Mrs. E. C—'s in Riverside Drive. She has the Patrician design."

"Do you happen to know why Mrs. C— selected Community Plate?"

"Yes—she told me. She went to Y—'s in Fifth Avenue, intending to buy solid table silver. But she could find nothing in solid silver that suited her. So she bought the Patrician pattern in Community Plate. It had greater distinction, she said."

* The names of all persons mentioned or referred to in this interview, have been deposited with the publishers of Ladies' Home Journal.



DINING ROOM of MRS. HONORÉ PALMER

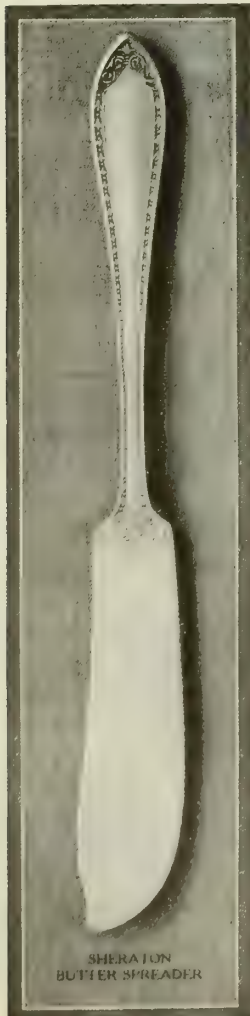
Mrs. Palmer, leader of Chicago's social set, was Miss Grace C. Brown, and is the daughter-in-law of Mrs. Potter Palmer. Sheraton design Community Plate is used on her dining table.

"That is interesting. Have you yourself, Mr. F—, any theory to account for Community Plate being so popular among the very wealthy?"

"Yes, it is the beautiful purity of the Community designs. The era of the ornate is past. People of wealth no longer seek the most expensive materials in furnishing their houses. Look at the present vogue of Sheffield Plate, for instance. What such people want is distinction. Now, the Community Designs—"

"Have this necessary distinction?"

"Precisely! And that is why Community Plate today is found in so many of the most exclusive homes."



A FEW DISTINGUISHED PATRONS OF COMMUNITY PLATE

(By Permission)

Mrs. O. H. P. Belmont, New York,

Patrician design

Hón. Mrs. Beresford, London,

Sheraton design

Baroness de Meyer, New York,

Sheraton design

Countess Festetics, New York,

Sheraton design

Mrs. James B. Haggin, New York,

Patrician design

Baroness Huard, Paris,

Patrician design

Mrs. F. C. Havemeyer, New York,

Patrician design

Mrs. Oliver Harriman, New York,

Sheraton design

Mrs. Robert Jordan, Boston,

Georgian design

Mrs. Frederick Neilson, New York,

Sheraton design

Mrs. Honoré Palmer, Chicago,

Sheraton design

Princess Troubetzkoy, New York,

Patrician design

Mrs. James Viles, Chicago,

Patrician design

Mrs. Reginald C. Vanderbilt, New York,

Patrician design

ONEIDA COMMUNITY LTD., ONEIDA, N.Y.

Above advertisement will appear in the Ladies' Home Journal and Saturday Evening Post this spring.

*The
Vogue
of
Community
Plate*



Photographed by permission.

DINING ROOM of MRS. FREDERICK C. HAVEMEYER.

Mrs. Havemeyer, who was Miss Lillie Harriman, is a sister of Mrs. William K. Vanderbilt. She is almost as well known as a connoisseur and a woman of taste as she is a leader of fashion. Her dining room is furnished with the Patrician design in Community Plate.

When it comes to silverware, even the staunchest American is an aristocrat at heart. Surely no one could resist the charm and distinction of the Patrician design in Community Plate. A chest containing a complete outfit for the table can be bought at prices ranging from \$75.00 to \$500.00. Or in individual sets; for instance, teaspoons \$4.80 the dozen (in U.S.A.)

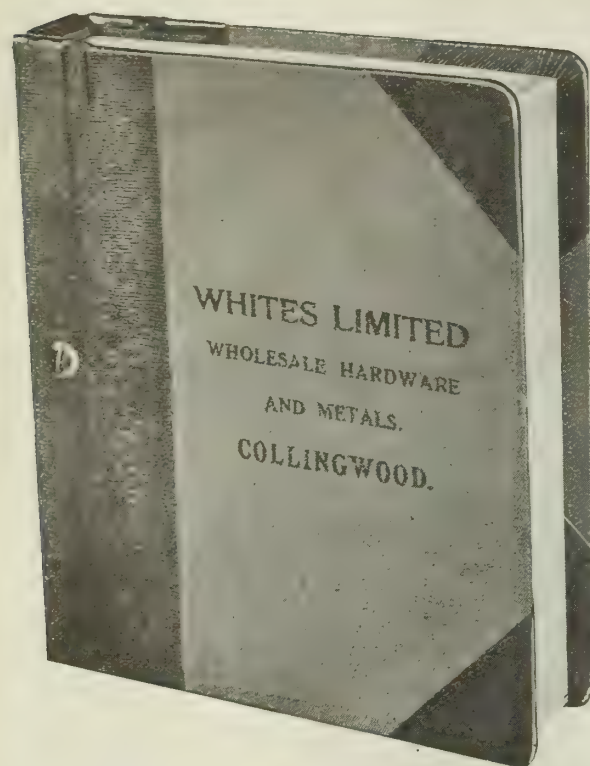
ONEIDA COMMUNITY LTD., ONEIDA, N. Y.



PATRICIAN ORANGE SPOON

Above advertisement will appear in the Ladies' Home Journal and Saturday Evening Post this spring.

Our Catalogue



Contains, in addition to those Heavy and Staple lines of Hardware listed in this paper April 1st, a complete range of Spring Hardware under the following Headings:—

Reach's Base Ball Goods
Meaford Wheelbarrows and Road Scrapers
Maple Leaf Harvest Tools
Leader, Favorite and Daisy Churns
Empire Mixed Paint
Household and Paint Brushes
O'Cedar and Liquid Veneer
Step Ladders
Dry Cell and Hot Shot Batteries, Etc.

Ask our prices. You will find them reasonable. Your goods will not cost any more from Collingwood than from any other wholesale point. We equalize freight. Collingwood is not a cartage point, and our boxing charge is moderate.

Shipments are made same day as order is received.

WHITES LIMITED

Wholesale Hardware and Metals
COLLINGWOOD, ONTARIO



GARDEN TOOLS

Established
in 1803

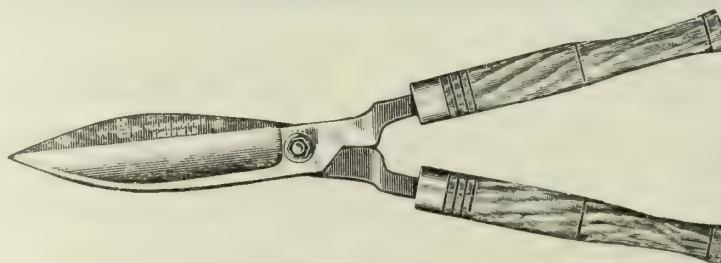
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

M-R-Co. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

They find it saves them money!



The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10 foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. Pipe is Straight and True with a Wide, Tight Seam

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

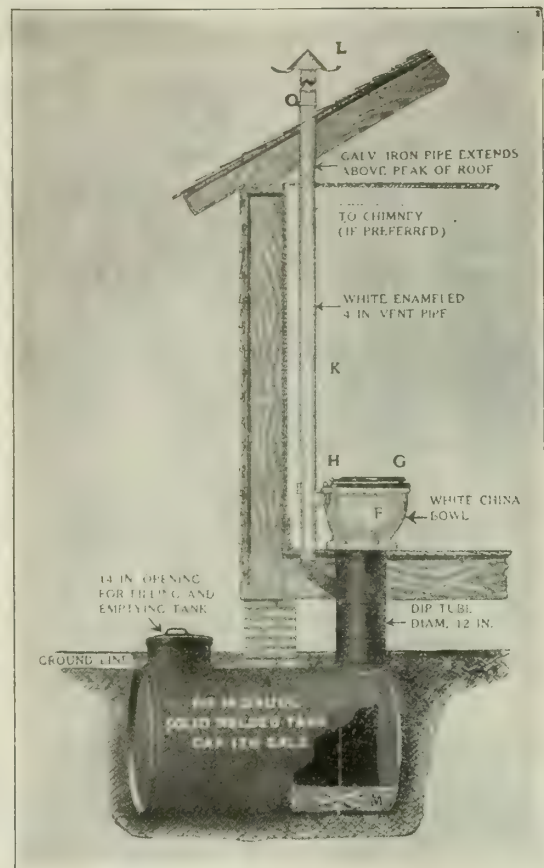
The BRITON DOOR SPRING & CHECK

Keeps out The Germs.

MADE ONLY BY
Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.



**The Kaustine Company
of Buffalo, N.Y.**

makers of the practical and lasting Private Sewage Disposal System above illustrated, use for the antiseptic tanks,

**Blue Annealed
ARMCO IRON**

Their policy in this respect is that of hundreds of far-seeing manufacturers of metal products which are exposed to the forces of corrosion.

**ARMCO IRON
Resists Rust**

because of its unequalled purity and evenness and because of the painstaking care and close inspection which govern every phase of its manufacture.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company

Armco-American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.



**SELL
MORE
FILES**

For many years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point."

The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

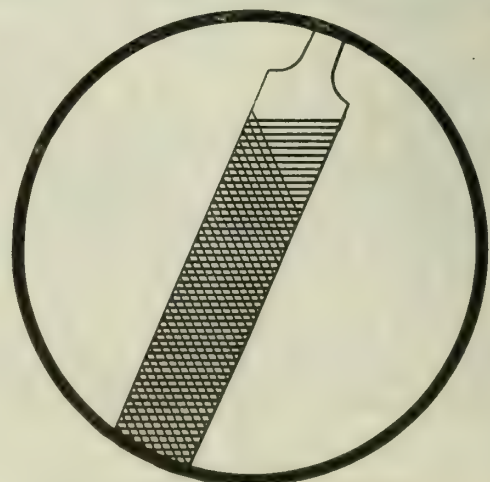
(Made in Canada)

This increase is so great that to-day we supply 90% of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90% of the file business in your locality? If you did not, you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Philosophy" and our Trade Catalogue.

Nicholson File Company
Port Hope (Jobbers Everywhere) Ontario



If interested, tear out this page and keep with letters to be answered.



"The Best Lamp I Have Ever Used"

That is what a good many of our dealers tell us they hear from their customers, who are regular users of "Condor" Lamps. All lamps are judged by the service they give and it is this service that is building the reputation of "Condor" Lamps. It is this service that you sell every time a customer buys a "Condor" Lamp from you.

CONDOR Reflector Lamps

A concentrated spiral filament lamp of very rugged construction that will stand jarring and vibration.

You save money by substituting smaller watt CONDOR reflectors for larger watt regular type. You get more for your money by getting more light.

The "CONDOR" Reflector will give ABOUT TEN TIMES AS MUCH LIGHT downward as a regular Tungsten lamp of the same wattage.



NITROGENS 40 Watt and Up

Everything that modern science can produce is at the disposal of our factory to make CONDOR lamps the brightest, longest lived and most efficient, so **you** can sell them better and so your customers will get such satisfactory service from them that they will always be CONDOR users

It is not a matter of price, but as a matter of fact you can buy CONDOR Nitrogen Tungsten Reflector and Carbon Lamps as cheap as a good many other brands that give less service.

If you're not a CONDOR dealer, why not? We guarantee price, shipments, quantity and quality. Get the latest CONDOR price lists.

Quality considered our prices can't be beaten. Let us send them. Ask us about Carbon Lamps.

SOLE AGENTS:

THE BASTERS, JACKSON COMPANY

22 College Street, TORONTO

Western Canada Distributors: HOUSTON & CO., Limited, Cumberland Block, Winnipeg, Man. P.O. Box 773

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"Nine Lives" Spark Plugs

The best plug on the market for magneto or battery use. They give perfect service on either high or low tension magneto, dry cells, switch-board, motor cycles or gas and gasoline engines, or in fact, anywhere that a spark plug is used. IT IS GUARANTEED UNRESERVEDLY.

"XCELL" SPARK PLUGS, SPARK COILS, FLASH LIGHTS, BATTERIES.

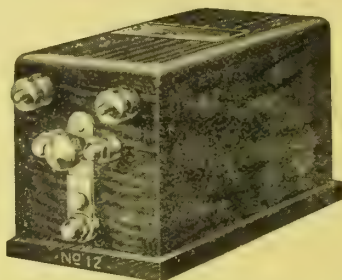
WHEN SELLING "XCELL" LINES YOU GIVE A MEASURE OF SERVICE AND VALUE THAT IS SURE TO ATTRACT BUYERS TO YOUR STORE FOR THEIR FUTURE REQUIREMENTS.

THE "XCELL" GUARANTEE

If any of our "XCELL" products do not give satisfactory service for the work intended we will credit the amount, refund the money, or replace with new cells.

Canadian Carbon Company, Limited

96 King Street West, Toronto



Tamper Proof Coils

This coil cannot be put out of adjustment by an unintelligent user, and at the same time it can be readjusted to the strength of the battery at the engine factory if necessary, by the use of a pair of pliers. It is a high-grade "Nine Lives" product and will give long service and be unusually easy on battery.

All Styles of FLASHLIGHTS

Metal and Unbreakable Fibre Cases.



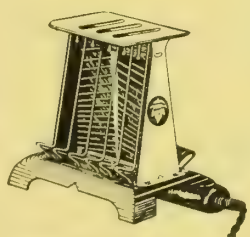
No. 81



The New "XCELL" Battery

Water and weather-proof. It is impervious to rain, fog, dampness, heat or cold. This is the ideal battery for automobile or boat owners, because it removes all ignition troubles.

WRITE FOR OUR ATTRACTIVE PROPOSITION



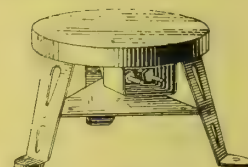
Upright Electric Toaster



Electric Tailors' Iron



Electric Iron



Disc Stove

A Display of the

CANADIAN BEAUTY Electric Heating Appliances

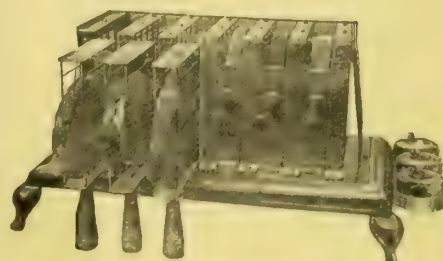
is an unusually big attraction and produces wonderful results.

The widespread publicity given them by our National Advertising Campaign paves a way for big business wherever the Canadian Beauty lines are carried.

The best way to get acquainted with quicker sales and bigger profits is to send a trial order.



Upright Electric Percolator

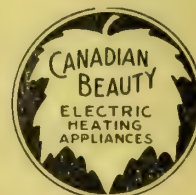


6 Slice Toaster

RENFREW ELECTRIC MFG. CO., LIMITED

RENFREW

ONTARIO

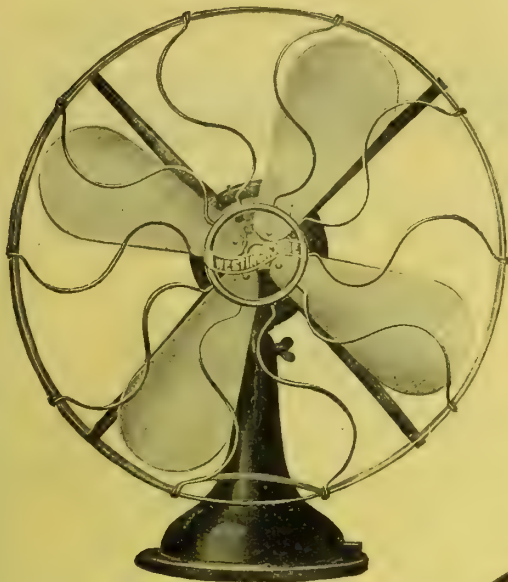


If interested, tear out this page and keep with letters to be answered.

Style and finish are important requirements
in Electric Fans for home use

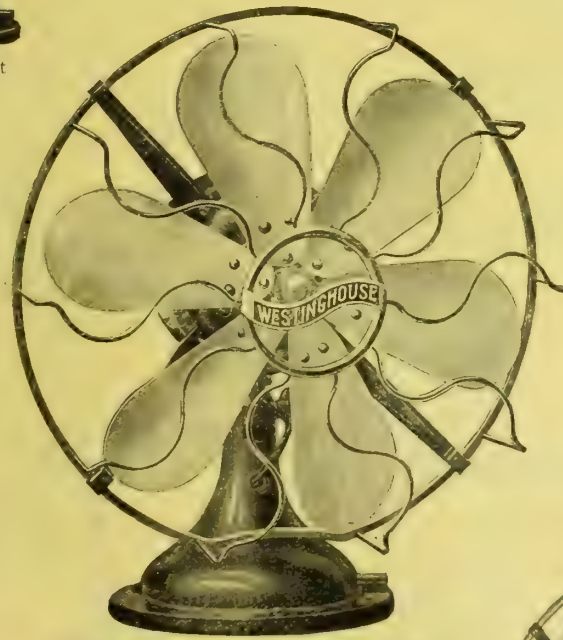
Northern Electric **Westinghouse** *Electric Fans*

are not only graceful and attractive in design, but light in weight and very economical in current consumption.



16" Desk and Bracket

The pleasing appearance of Westinghouse Desk and Bracket Fans, the type most commonly used in the home, is due largely to the drawn-steel frame and base. The smooth surface of the drawn-steel metal takes a far more attractive finish than the rough surface of cast iron. Drawn-steel frames are, furthermore, far stronger than those made of cast iron.



6 Blade 12" Residence Desk and Bracket

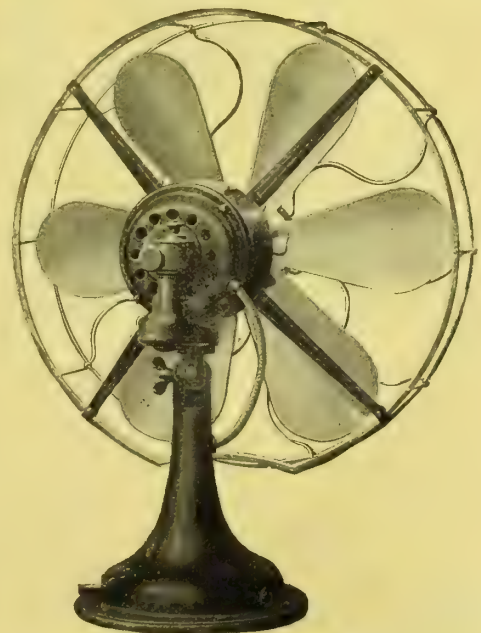
**"THE
FAN
THAT
PLEASES"**

Our Fan Motor catalogue describes the entire line fully. Send for a copy and ask about our contract proposition and our advertising assistance.

Write our nearest house

Northern Electric Company
LIMITED

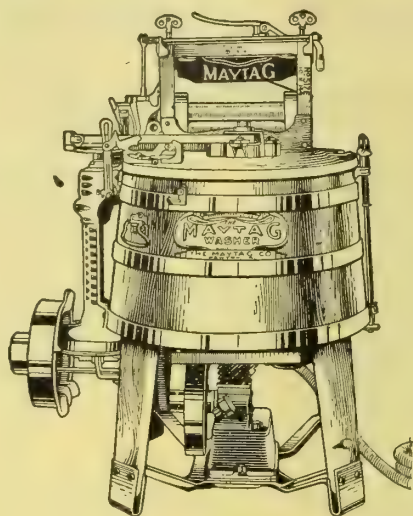
MONTREAL	HALIFAX	TORONTO
WINNIPEG	REGINA	VANCOUVER
CALGARY		



6 Blade 16" Residence Mechanical Oscillator Desk and Bracket

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The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have **YOU** joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

HIGHEST AWARD At the Panama-Pacific Exposition



**GOLD
MEDAL**

Flashlights



Are now universally recognized as supreme in quality and service.

Get your share of the big and steadily increasing demand for quality flashlights. Franco "Gold Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

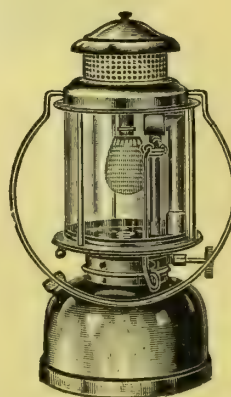
The need for renewal batteries and bulbs always keep customers coming into your store. Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now**. You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles, and dealers' proposition, will surely interest you. Send for it now.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West - Toronto, Ontario

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, $\frac{1}{4}$ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

If interested, tear out this page and keep with letters to be answered.

For Your Customers Who Own Sheep



Nothing could be a better purchase this season of high and rising prices for wool than a

STEWART Shearing Machine

It takes the wool off evenly and quickly all over, and secures the longest staple, which brings top prices.



The Stewart No. 9 Shearing Machine

sells to the user in Canada at only \$14.25

Every sale carries a good and satisfactory profit to you

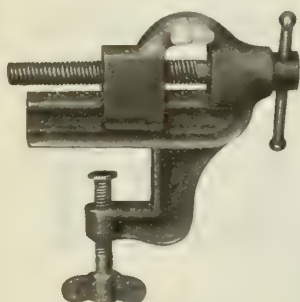
ORDER FROM YOUR JOBBER

Chicago Flexible Shaft Co. 250 Ontario St. **Chicago**

If interested, tear out this page and keep with letters to be answered.

The "NATIONAL" Household and Amateur Vise

is solidly constructed from start to finish and is positively guaranteed.



It is a Strong, Durable and Handy Tool That Sells on Sight.

Screw is made from $\frac{1}{2}$ " heavy Screw Stock. Material is cast iron, of good grade throughout. Jaws are ground and $1\frac{1}{2}$ inches wide. Opening 2 inches. Shipped in Black Japanned finish, unless otherwise ordered.

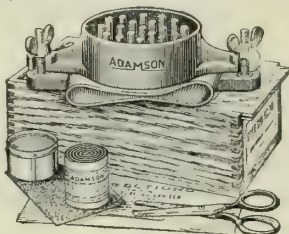
Write for catalogue. It shows actual photographs of our complete line of machinists' and woodworkers' Tools.

National Machinery & Supply Co., Limited
HAMILTON - CANADA

ADAMSON VULCANIZERS

Embodiment of an exclusive principle of operation no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. No danger of burning or ruining the tires as with other vulcanizers. Saves 90% of "tire troubles" and doubles the life of the tires.

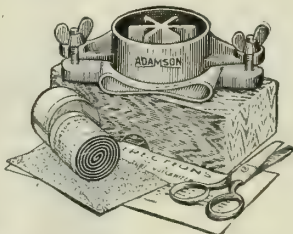
THE SPEED AND THOROUGHNESS OF ITS WORK MAKES BIG DEMAND. AND EVERY SALE NETS YOU A HANDSOME PROFIT.



MODEL "T"—FOR INNER TUBES ONLY.

No cement is used, the Adamson Repair Gum is placed on the tube according to directions. The vulcanizer is applied by simply clamping it centrally over the repair gum and tube as illustrated.

To vulcanize the repair, one ounce of gasoline into the vulcanizer and ignite.
IT'S QUICK.



MODEL "M"—ESPECIALLY ADAPTED FOR REPAIRING MOTORCYCLE, BICYCLE, FORD AND CYCLE CAR TUBES.

This vulcanizer operates the same as Model "T" but is smaller. It is designed for repairing $\frac{3}{4}$ in. tubes and under.
IT'S QUICK.

ADAMSON MFG. CO.
67 Bay St. N., Hamilton, Ont.

In Demand

There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA Glass Tank Sprayer



The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock.

Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

The Eureka Planter Co.
LIMITED
WOODSTOCK, ONTARIO



Oakey's

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

HER NEW PUMP



Myers Pumps are easy to sell on account of their neat design and many up-to-date improvements. In service they invariably give satisfaction. For these reasons they are a good pump for both dealer and customer.

Catalog and detailed information will be furnished upon request.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS., LIMITED Montreal

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

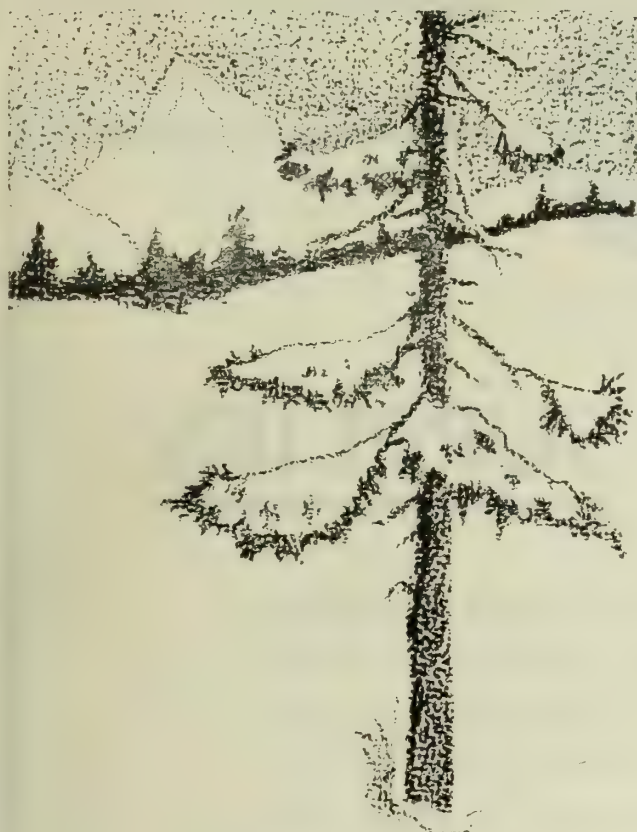
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



PURITY

TO be durable, sheet metal must, first, be pure. All impurities, including copper, must be reduced. Secondly, its structure must be uniform and dense. And slow, scientific processes must be employed.

Such Sheet Metal is—

Rust and Corrosion-Resisting



Toncan Metal is as near one hundred per cent. pure as it is possible to make commercial sheet metal from iron ore. It is homogeneous, or uniform in structure and very dense.

As a result there is no more durable or more economical sheet metal made from iron ore than Toncan Metal.

Roofing, Siding, Eaves Trough, Conductor Pipe, Ventilators, Skylights, Blower Systems, Window Frames, Culverts, etc., made from Toncan Metal last longer.

Get a copy of this book →

The Pedlar People,
Limited

OSHAWA, ONT.
Canadian Distributors

**The Stark Rolling Mill
Company**
CANTON, OHIO
Sole Makers



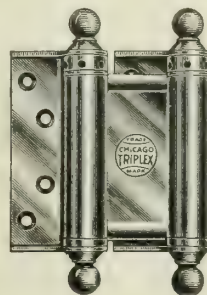
CHICAGO

TRADE MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

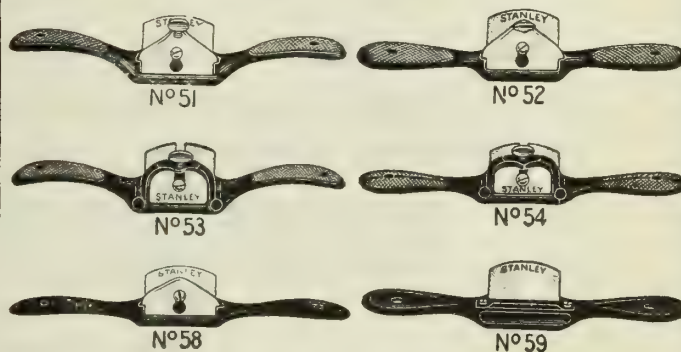
Chicago Spring Butt Company,

CHICAGO



NEW YORK

Stanley Tools



"BAILEY" IRON SPOKE SHAVES MADE IN CANADA

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



HARDWARE SUPPLIES

IN buying Rubber Hardware Supplies manufactured by the Canadian Consolidated Rubber Co., Limited, you are not only getting a "Made-in-Canada" product, but you are assured every advantage in price and quality that our exceptional manufacturing facilities can give you.

The Canadian Consolidated Rubber Co., Limited, is the oldest and largest rubber manufacturing concern in Canada, and for sixty years has paid particular attention to making those specialties used by the Hardware Trade.

WRITE OUR NEAREST BRANCH FOR
CATALOGUE AND PRICE LIST.

Canadian Consolidated Rubber Co., Limited
Montreal, P.Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, APRIL 29, 1916

No. 18

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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LET US HELP



We are already helping you sell O-Cedar by our big advertising campaign. We are telling every woman in Canada of its great qualities. Let us help you more. We can help you in material and advice to display

O-Cedar Polish

(MADE IN CANADA)

in your store and windows. We can help you arrange your display and can supply you with striking and attractive posters and cards. Show your customers you carry O-Cedar and you will double your sales. Write us about it.

Channell Chemical Company, Limited

369 Sorauren Avenue, Toronto

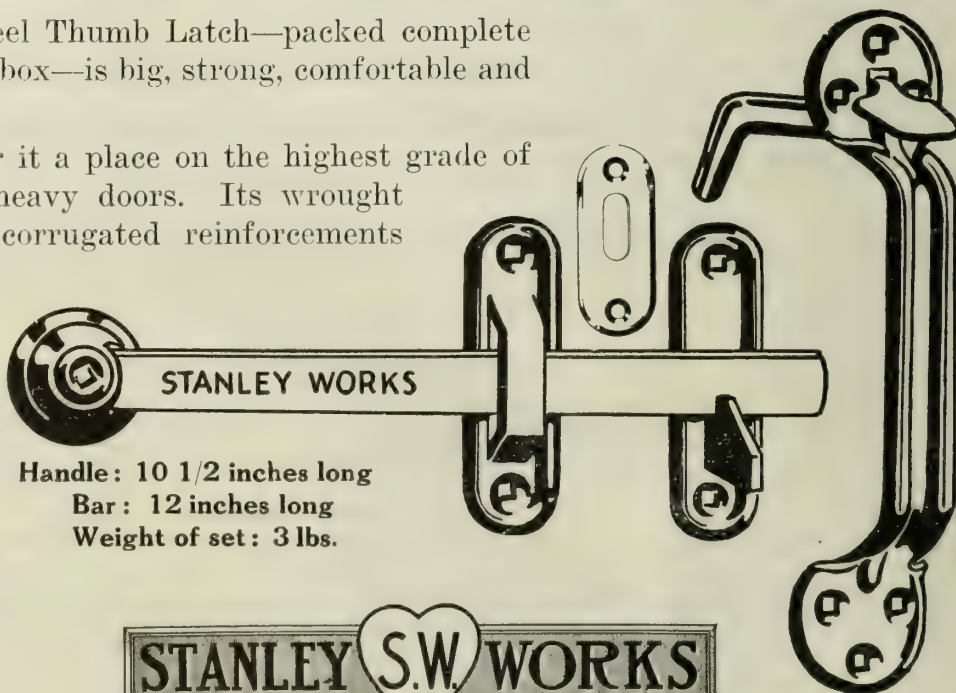
Can You Picture a Better Thumb Latch Than This?

This Extra Heavy Steel Thumb Latch—packed complete with screws, a set in a box—is big, strong, comfortable and profitable.

Its good looks win for it a place on the highest grade of work on garages or heavy doors. Its wrought steel durability and corrugated reinforcements make it extremely serviceable and lasting.

No. 1252 is made with combination holes; square for bolts and nuts, round for wood screws with which it is packed. The escutcheon plate fits over the Thumb Latch on the outside of the door, giving it a finished appearance.

Write A. MacFarlane & Co., Coristine Bldg., Montreal, if your jobber cannot supply you.



Handle: 10 1/2 inches long

Bar: 12 inches long

Weight of set: 3 lbs.

STANLEY S.W. WORKS
NEW BRITAIN NEW YORK CONNECTICUT CHICAGO

Canadian Representative:
A. MacFarlane & Co., Coristine Building, MONTREAL

If interested, tear out this page and keep with letters to be answered.

House to House Canvass Pays

Preston Merchants Have Been Pressing Sale of Electrical Ranges in House to House Canvass in Conjunction With Factory Representative — Think Spring is Opportune Time to Make Strong Bid For This Trade

An authorized interview by a Hardware and Metal representative with A. B. Bernhardt, of Bernhardt & Spalding, Preston, Ont.

DURING last week, Bernhardt & Spalding, hardwaremen, Preston, Ont., made a house to house canvass in the interests of their electric range department. Preston is a town of about 5,000 population. This was done by A. B. Bernhardt personally. He was assisted in the work on one day by the manufacturers' salesman, who was able to amplify the efforts of Mr. Bernhardt. The results of this canvass has been most gratifying to the firm. Six ranges were placed in the homes and two others will be placed in the near future.

Sales Arguments Used

On this canvassing trip the desirability of having an electric range was placed in a logical way before the housewife. The good features—the economy, saving of labor and time and trouble—were placed before the prospective customer. In addition there was left some pamphlets describing in detail the ranges and illustrating the various models. These pamphlets reviewed briefly the history of the development of cooking and heating apparatus. In these pamphlets it was pointed out that the first fuel was wood. After that came coal, although it was more expensive than wood. Then there followed the gas era, which was more expensive again than coal, it was pointed out. Yet it was much quicker and more convenient for cooking, and the gas stove soon became

the standard in the city home.

"Now we have electricity, which has made the final advance in cooking and realizes the modern housewife's ideal of cleanliness and convenience," continued the arguments used by the dealers in pressing the sales of electric ranges. "It does away with fire and flame. It eliminates soot and dirt. It provides an absolutely clean and odorless heat, that is always uniform and under the perfect control of the housewife by merely turning a switch. It provides a heat that will do its work without materially changing the temperature of the kitchen, all the heat being concentrated on the cooking and retained in the oven. It is not distributed around the room."

Arguments for the Electric Range

"As a summer cooking apparatus it is hard to beat," said Mr. Bernhardt in talking with a Hardware and Metal representative. "Convenience hardly ex-

presses the many advantages of the electric range. It is as easy to keep clean as the most fastidious housewife could wish. In cooking, the electric oven is not only economical in operation but a big saving is effected in the shrinkage of meats. The electric oven, which is designed and constructed on the principles of the fireless cooker, does away with this drying up or shrinkage. All the rich juices of roasts and meats and the flavor and nutriment of vegetables and fruits are retained. We impress upon the housewife that when the cooking is done by electricity the meats will be more tender, juicier and tastier than one would ever have believed possible," concluded Mr. Bernhardt.

Other Advantages of Electric Ranges

Mr. Bernhardt also pointed out that there were other advantages no less worthy and impressed them upon the prospective customer. It can be used to warm the kitchen in winter time, and in summer time it can be worked so that it throws out the minimum of heat. It can be made to heat the kitchen by removing all the coverings from the various heating plates. This warms the room in a very short time. In the summer time this heat can be prevented from escaping by placing the cooking utensil over the heating plate during the time it is



Interior of Bernhardt & Spalding's store at Preston, Ont. The stove display and electric ranges have a prominent place in the centre of the store. The showcase containing electric appliances such as irons, percolators and toasters is also in a prominent position in the front of the store.

necessary to do the cooking. The heat is all absorbed in the cooking process. When the operation is complete the turning off of the switch shuts off the heat.

"There is another talking point which we do not fail to bring home, and that is that it is about the same cost as coal to operate under the present Hydro-electric charges. With a reduction of these rates it will in time be even cheaper. It is furthermore a saver of time in the building of fires, as anyone will see at a glance. There can be no doubt as to the amount of trouble saved."

Other Apparatus Handled

Bernhardt & Spalding do not handle electrical fixtures but carry a good assortment of other electrical apparatus, such as irons, toasters, kettles, percolators and warming pads. These are kept on display in a special case in a convenient place in the front part of the store. These articles are pressed upon prospective customers as an aid to lighter housework and in the eliminating of the undesirable features of coal and wood fires. It is the purpose of this firm to press the sale of these articles still further through their window displays as the summer season advances.

Advertising Methods Used

In addition to the canvassing which is done by this firm they also use the monthly letter, advertisements in the local paper, the movie picture screens and personal letters to prospective customers. In the latter case the firm makes a particular point to send letters to the newly-weds or the about-to-bes. This personal touch has been found very effective in getting newly-married couples started to use electrical apparatus in their home.

Sold Eight Bicycles in Week

Mr. Bernhardt also believes in the value of special displays to help trade.



View showing silent salesman filled with electrical appliances in Bernhardt & Spalding's hardware store, Preston, Ont. Among the articles are toasters, irons, percolators, warming-pads. This firm reports a good sale of these articles this spring.

As an instance of how this worked out he cited their experience in connection with their displays during bicycle week. They had placed an order for eight extra wheels in addition to the two they already had on stock. During the week eight of these bicycles were sold. "Bicycles are one of the best lines that a hardwareman can carry, in our estimation," said Mr. Bernhardt. "As soon as the roads dry up we begin to work around to this special display week for bicycles. We have found it most effective, as evidenced by our experience this year. Demonstrations are another excellent means to advertise. During Thursday and Friday of this week we purpose putting on a demonstration of graining and varnishing. When people see the actual work being done they are no longer timid about buying.

"With us the house to house canvass is usually done during slack season. It does not pay to wait for the trade to come to you. We have found that when

an effort is made to capture trade by good business methods it can usually be secured.

"Just at this season of the year we think the electrical appliances are the most opportune article to place before the public and we have consequently been pressing for this trade. Our efforts have met with good results and we intend to continue it still further," said Mr. Bernhardt.

Hardware merchants who carry electrical appliances and fixtures are turning their attention more to the advantage of pressing the sales for these articles in the springtime. They reason that summer is but a short distance in the offing, and that the time is opportune to make an appeal on the ground of economy and the saving of time and nerves of the housewife. With these features of the electrical goods which gives them a timely bent they are thrice armed with a stock of good talking points.

Goes After Outside Electrical Trade

Adam Koenig of Paris, Ont., in Off Season for Local Trade Extended His Operations to Nearby Villages in Which Hydro-Electric Power Had Been Installed for First Time—Incorporates Five and Ten-Cent Store Idea.

An authorized interview by Hardware and Metal representative with Adam Koenig, Paris, Ont.

"WE have been able to secure a good trade in electrical fixtures by extending the scope of our operations to nearby towns," declared Adam Koenig, of Paris, Ont., to a Hardware and Metal representative, who called on him during the first part of the present week. "In villages and towns, such as St. George and Drumbo,

the hydro-electric power has but recently been installed, and there appeared to be a good opening to capture some additional trade. This we found to be the case. We made a personal canvass of these towns and secured a goodly portion of the trade. In the one village of St. George there have been in the neighborhood of seventy house connections in a

very short period of time. Many of these houses were equipped with the best of fixtures and the amounts for this item alone reached considerable sums in certain instances.

"And we did not secure all the trade of these places either. We found that we had to compete with dealers who supplied these articles from the cities of

Brantford and Hamilton. But we got our share, and were well pleased with the effort put forth. We were handicapped in certain cases in that by reason of the train connections we found that we would invariably have to remain in the village overnight or during the time when the work was being done. Some Brantford dealers, on the other hand, rode over from that city on motorcycles and could return home each evening. By these methods in some cases they were able to shave their prices, and so capture the trade. The village of St. George is equidistant from Brantford and Paris in the neighborhood of about nine miles.

"In some cases, owing to the scramble for the new trade, prices were made quite close. But at the time these fixtures were installed the electrical business was somewhat slack in our own town of Paris, and we were able to pick up the extra trade, and it was so much clear gain. Just at the present our electrician has been kept fairly busy on work nearer home, and we have not been going afield for this trade in the smaller towns. But there are possibilities along this line for the hardware merchant who handles electrical fixtures, especially in the rural districts and in the small villages where the hydro-electric is installed for the first time. There should be an ever-widening field for fixtures with the opening up and extension of new hydro-electric routes."

Fixtures Serve Double Purpose

Mr. Koenig has his fixtures prominently displayed on both sides of his store near the entrance. In the evening the electric current is turned on and the fixtures serve the double purpose of helping to light the store and also as a display. On the one side of the store the fixtures are further set off by a few artificial flower decorations placed on frames. These flowers are of bright hues and give a cheerfulness to the store when the lights are all aglow. Mr. Koenig finds himself somewhat handicapped for space owing to the various lines which he carries, but through a judicious disposition has been able to make excellent use of the space at his disposal.

Ten Cent Store Idea

In addition to the regular lines of hardware, he carries a stock of 5, 10 and 15-cent articles, such as candy, stationery, drug sundries, dry goods, notions, soaps, toilet articles. Mr. Koenig has incorporated into his business the 5 and 10 cent store idea. He believes it is not only a paying proposition in itself, but that it is a good drawing card for his other hardware lines.

"When people come to buy the small articles they are often attracted into buying larger articles. We conduct the two businesses entirely separate, so far

as the keeping of accounts go. We know exactly what each branch of the business is paying. Although we are somewhat handicapped for more space in order to display all these articles to good advantage, still by a judicious arrangement we have been able to get the most out of our floor space," said Mr. Koenig. The instance already noted where the electrical fixtures served as part of the decoration of the store, and also were used for lighting purposes as well, was one case in point where an economy has been effected by making these articles dovetail and serve two purposes, as it were.



View showing display of Electrical Fixtures in the store of Adam Koenig, Paris, Ont. Mr. Koenig conducts a Five, Ten, and Fifteen-cent Department in connection with his hardware store.

Hydro-Electric Opens New Field

With the installation of the hydro-electric power in many of the small towns in Ontario there has been given an impetus to the sale of electrical fixtures. Some of the hardware merchants who carry fixtures are alive to the possibilities of pressing their sales in this direction, and have directed their attention toward rural trade and the trade in the small towns and villages where a stock of electrical fixtures has not yet been carried.

When the electric current is first installed in the small village the local merchant has not as a rule been in the habit of carrying these fixtures. Dealers in the larger towns who carried a supply of fixtures have in many instances been alive to the situation presented, and have gone out to these small towns and made

a canvas for the supplying of these fixtures. This trade is a growing trade. With the ever widening scope of the hydro-electric field the dealers find a still greater scope for electrical fixtures.

Careful Methods for Ten-Cent Store

"The extension of the five and ten-cent store idea into the hardware business is one which requires exacting attention," declared Mr. Koenig. "It requires a careful survey of the market and keeping in close touch with the manufacturers covering a wide area of territory. It is often necessary to take frequent trips in the buying of these lines, which are in most cases sold at a close margin of profit.

"In the handling of the stock it is also necessary to use considerable care. One of the things against which there must be continual warfare is dust. We go over our entire stock twice a week. It is done in a methodical way so that it does not strike one as a tremendously heavy load to be carried by the clerks on stated days during the week. For each day in the week we have a particular section of the stock which is given a thorough dusting. Every article, no matter how small it may be, is lifted from its place on the counter or in its box and dusted. In this way a section of the store is dusted every day. It is one of the essentials that the stock be kept clean and free from dust."



NEW PRICE LISTS FOR RETAILERS

W. F. Macpherson, Prescott, Ont. Secretary Ontario Retail Hardware and Stove Dealers Association, has completed three more price sheets for flat and round head wood screws, and machine bolts, for the price book which is supplied free to members of the Association. Net cost sheets covering the lines mentioned are also being distributed to members. In a letter to the editor of Hardware and Metal, Mr. Macpherson stated that applications are being steadily secured for membership and a nice increase is anticipated before the next meeting.

HARDWARE LETTER BOX

Manufacturers of Veneer Machines

J. L. Demers, Thetford Mines, Que.—Kindly give me as soon as possible names of manufacturers of veneer machines.

Merritt Mfg. Co., Lockport, N.Y.; Philadelphia Textile Machine Co., Philadelphia, Pa.; Falls Machine Co., Cheboygan, Mich.; Capital Machine Co., Indianapolis, Ind.—Editor.

Thirteen Million Dollars for War Orders

Six Million Dollars Worth of Business Placed Since First of Year—How Orders For General Supplies Are Placed and Goods Purchased — Business on Competitive Basis

ORDERs placed in Canada by the British War Office for general supplies—not coming under the head of munitions—through the purchasing department organized under the direction of Lord Shaughnessy, and employing systems and machinery of the Canadian Pacific Railway, now total more than \$13,000,000. Of this amount about \$6,000,000 is represented by business being placed with Canadian manufacturers since the beginning of the year. The buying operations are being continued much as at the beginning and as has been previously described in *Hardware and Metal*, although experience as to the lines of goods in which Canada can meet conditions as to the specifications, quality, price and time of delivery has resulted in reducing the time spent in making inquiries, while, at the same time, there has been an increase in the volume of business in those lines of goods which can be successfully produced.

Practically all orders have been placed directly with manufacturers, the exceptions only applying to a few miscellaneous items taken from stock. The business is on a purely competitive basis, although there has been a natural tendency to give Canada more favorable treatment than foreign countries. Specifications sent out from England state the goods required, and the time of delivery; negotiations are then conducted for the production of these goods, or something near enough to the original to suit, and orders are placed upon the points of price and quality in relation to date of delivery.

Orders which have been placed through this Canadian purchasing office have meant much to a number of Canadian industries. The stupendous nature of business in munitions which has come to America overshadows the expenditures being made for general supplies, but the fact that the office has recently been spending about a million and a half dollars per month with payments promptly made may be regarded as one factor in the business revival which first made itself felt in the steel industry and has recently spread to other manufacturing activities.

Beans and Sugar

Two of the most important orders recently handled were for food supplies—pork and beans and sugar. The business in pork and beans went into the millions of tins and were placed with the largest

canning interests in the country, Dominion Canners and W. Clark, Limited, being mentioned. These beans are of splendid quality, and contain just as much pork, if not a little more, than those sold in the usual way. (This statement is made after examining and sampling the contents of one of the cans).

Two orders for sugar embrace business for Canadian refiners amounting to 10,000 tons. This was equally divided between the Atlantic Sugar Refineries and the Canada Sugar Refining Company. The Atlantic plant at St. John is in a favored position to compete with American refineries, but the Canada Company is at Montreal, and the fact that sugar can be successfully refined and shipped from that city adds materially to the prospects of further orders being secured at least during the period of the order while Great Britain and the other Allies are diverting orders, which usually went to the Central Powers, to America.

Barb Wire and Nails

The steel industry has had the benefit of large orders for barb wire and wire nails. The business in barb wire amounts to about 10,000 tons and in nails to over 3,000 tons, the orders going largely to the big steel concerns in a position to produce the raw material and make quick deliveries at the price.

At the present time the negotiations are being carried on with regard to getting business for Canadian makers of horse shoe nails.

A Big Hose Order

Manufacturers of hose throughout the country received orders for fifteen foot lengths of internal reinforced suction hose which were only limited by their ability to meet the conditions. The business amounted to 7,000 lengths and the orders were well distributed. This hose is strengthened with wire on the inside and is evidently intended for siphoning water out of trenches.

A Re-order for Helmets

Canada's efforts at producing helmets have met with such success that a second order for 100,000, which is greater than the original, has been placed. This business went to Boulter, Waugh, Limited, at Montreal. The company having established an extensive plant, was in a position of advantage in quoting prices and the order, as usual, was decided on a competitive basis.

Underwear, Sox, Etc.

Orders for knit goods continue from time to time in good volume and with regard to these goods it is evident that the Canadian mills are giving satisfaction. Recent business has covered supplies of woollen vests and drawers, cardigans and heavyweight long wool sox.

Box Shooks and Brushes

Manufacturers of wooden boxes throughout Ontario and Quebec have received heavy orders for box shooks. These are knock-down boxes of various sizes and weights and are evidently intended for the packing of ammunition and other field supplies going to the front. The orders placed total over 1,200,000 boxes.

Purchased 300,000 Brushes

Horse brushes are being manufactured by two big Canadian firms. These brushes are known under the trade name of "Dandy," and the orders placed total about 300,000.

Hammers and Rasps

Thousands of hammers of different weights have been supplied by Canadian makers. These differ from the British product as indicated by the specification samples, but the type submitted was found to be acceptable.

Farriers' hasps are another item in the line of metal products which have found a good demand, the Canadian article having evidently proven quite satisfactory on the other side.

Unfilled Enquiries

Enquiries are being made regarding the production of substitute vegetable rations composed of a combination of potatoes and rice with sufficient fat to prevent drying-up. Samples have been obtained and are being considered.

The purchasing agent is also in the market for brass and polishing brushes and enquiries have been received from England for saw mills, both portable and stationary. Several propositions have been received and are being considered. Some business is also expected for horse shoe nails.

The purchasing office which for a brief period was moved to Ottawa has for some time been back in Montreal in the Windsor depot of the Canadian Pacific with quarters opening on Windsor street at No. 114.

Saskatchewan R.M.A. Programme

*Questions of Vital Importance to Retail Trade Will be Taken up at Regina Convention,
May 9-10-11—Mail Order Competition Problems to be Threshed Out
—Prominent Speakers to Address Meetings*

JUDGING by the program which has just been announced, the third annual convention of the Saskatchewan branch of the Retail Merchants' Association of Canada, should be even better than the two excellent conventions which have been held in the past. The convention will be held in the City Hall auditorium, Regina, on May 9, 10 and 11.

Among the important questions to be considered at the convention are, "How to meet mail order competition," "the handling of bankrupt stocks," "a produce clearing house," "the Bulk Sales Act," "pure food laws," "smuggling at border towns," "formation of a western board in connection with the association." The foregoing with other questions of vital importance to the retail trade, will be taken up and discussed at the convention by men who are actually engaged in business and who know first hand all about the many problems with which the retailer has to contend.

It is confidently expected that the attendance at the coming convention will be greater than the attendance at either of the previous conventions.

The Program

Tuesday morning, May 9, will be taken up with the registration of delegates, handing in railway certificates, and distribution of badges. The Resolution Committee will meet in the Board of Trade rooms at 10 o'clock.

The first business session will be called to order on Tuesday afternoon at 2 o'clock. Addresses of welcome will be delivered by Mayor Cowan, Mr. Styles, president Board of Trade, J. J. Polson, president Regina local association. A meeting with the wholesalers will be held from 3 to 4 o'clock.

At 4 o'clock President Maybee will deliver the president's address, followed by the reading of the secretary's and treasurer's reports.

At 8 o'clock, Tuesday evening, H. O. Roberts, Minneapolis, will deliver an address on "Co-operation for Credits and Cash." This will be followed by a discussion on points raised by the address.

Wednesday Meetings

On Wednesday morning from 9 to 10.30 a meeting of general merchants and grocers will be held for purpose of hearing address to be delivered by W. H. Ault, Department of Agriculture, Ottawa, and Professor R. H. Baker, of the University of Saskatchewan, Saskatoon. At 10.30, the first annual meeting of the Retail Merchants' Mutual Fire Insur-

ance Company will be held and to which all members of the association will be invited to be present. The meeting will



F. E. RAYMOND

Secretary of the Saskatchewan Branch
R.M.A.

be addressed by J. L. S. Hutchinson, Saskatoon, president of the insurance company. The secretary-treasurer will read his report and two directors will be appointed.

If time permits the resolutions from the Resolutions Committee will be received and acted upon.

Wednesday afternoon at 2 o'clock the

subject, "Mail Order Competition and how it should be met," will be discussed. Mail order competition is one of the most serious problems with which the retail trade is confronted to-day. The officers of the association have given a great deal of thought to the subject and will have some comments to make which should be heard by every retailer in the province. It is stated by those in a position to know, that it will be well worth attending the convention to hear this discussion alone. It is expected that this subject will take up the whole afternoon.

On Wednesday afternoon H. O. Roberts will address the convention on the subject, "Community Interests." The discussion will be followed by a discussion and announcements.

Thursday Meetings

A meeting of the hardware trade section will be held on Thursday morning from 9 to 10 o'clock, to hear an address by H. O. Roberts.

Thursday afternoon from 2 to 4 o'clock resolutions will again be considered, and at four o'clock the election of officers for the ensuing year will take place. The time and place for the next convention will also be decided.

On Thursday evening an informal luncheon will be tendered the visitors by the Regina local, at which there will be a number of speakers of note.

The foregoing synopsis of the convention program is sufficient to show that the convention will be a business men's convention throughout and one that few can afford to miss.

Big Programme for Montreal Clean Up Week

Churches Throughout City Are Taking Up Movement and Sermon Will be Preached on Sunday Preceding—Systematic Disposition of Work—\$1,250 in Cash Prizes Being Offered

THE programme for the clean-up week in Montreal, commencing with references to the campaign in the city churches on Sunday, May 14, and including moving picture demonstrations in different sections of the city, covers a full seven days, as follows:

- May 14—Sermon Day.
- May 15—Fire Prevention Day.
- May 16—Front Yard Day.
- May 17—Back Yard Day.
- May 18—Sanitation Day.
- May 19—Paint Up Day.
- May 20—Children's Day.

In connection with the last day's effort, figures from last year indicate that

as a result of the campaign the lives of 382 infants were saved.

The programme is being organized by the City Improvement Campaign, which will also offer \$1,250 in cash prizes for clean yards and well-conducted gardens throughout the summer. Efforts in past years have been attended by a large measure of success, and it is reported that the example is being followed by London, Hamilton, Toronto and Ottawa.

The campaign has also been aggressive in demanding that the city authorities co-operate by cleaning up the streets and lanes, and has been assured that the civic government will take prompt measures.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, APRIL 29, 1916

No. 18

INGOT METALS WEAKER

INGOT metal markets have been shaken during the past week and with the exception of copper, prices have declined. As far as surface indications go there has been no warrant for the reversal of form and it is not improbable that the market will recover by next week. There has been a brisker demand for copper during the past week and it is claimed that prices at the chief centres in Canada are low compared with present prices on the American market.

Tin is easier and stocks are not heavy. Spelter is weaker. Lead is slightly weaker and the demand is not heavy outside of supplies required for munition making. There is an all-round easier tone, but some dealers are of the opinion that high prices will prevail for some time to come.

A number of further important advances in the prices of iron and steel goods have taken place in the United States this week. Standard steel pipe has advanced from \$4 to \$10 per ton. Cement coated nails have advanced ten cents per keg. Rivets have advanced sharply, the advances being from \$10 to \$15 per ton over previous quotations. Nuts and bolts have advanced from 10 to 15 per cent. There has been a recent heavy demand for copper wire with the result that prices have advanced from 1 to 2 cents per pound. Nearly all of the higher manufactures of copper have become firmer during the past week, and prices in many cases have advanced considerably.

JAPANESE AFTER TRADE

RECENT developments would indicate that Japanese firms are going to make a strong bid for some of the business which, prior to the war, went to Germany. A large number of new lines of Japanese goods have been introduced on the Canadian market during the past few months. Representatives of a number of Japanese firms have visited Canada for the purpose of investigating the possibilities for trade with the Dominion. Some of these men have carried samples of goods, made in Japan, which it is claimed are in many cases superior to the goods formerly imported from Germany, and are lower in price. A number of agencies for

handling Japanese goods have opened or are contemplating opening offices in Canada. Some of the articles which have been shown to the wholesale trade by Japanese representatives are lines such as are sold through the hardware trade. One representative who recently visited Canada carried samples of cheap cutlery, which for cheap lines were superior to German goods formerly sold here at much higher prices. It is altogether likely that the activities of Japanese houses in the Canadian market will become more pronounced in the near future.

DIFFICULTY IN SECURING DELIVERIES

A GREAT deal of trouble and inconvenience is now being experienced by wholesalers in securing deliveries of goods. There is a serious congestion of freight at all the large shipping centres, and the reduced staffs, caused by men enlisting, are totally unable to cope with the immense quantities of goods awaiting shipment and delivery. One of the chief difficulties appears to be a scarcity of experienced help. Large numbers of thoroughly experienced and trained men have enlisted for active service. Their places have been filled with inexperienced men, who are totally unacquainted with proper methods of procedure in the handling of goods. The result is that the delivery of goods is often delayed from one to three weeks, with consequent inconvenience to wholesaler and retailer. The former have received many complaints from retailers regarding slow deliveries of certain lines of spring goods. The retailers should, however, bear in mind the fact that wholesalers are in practically all cases doing all that is possible to facilitate the rapid handling of goods. The present condition has not come unexpectedly.

For many months past *HARDWARE AND METAL* has repeatedly referred to the shortage and delays which were bound to come with the opening up of the spring rush.

The opening of navigation will relieve the situation to a certain extent. It is important that retailers should anticipate their needs as early in advance as possible, and give the manufacturers and wholesalers as much time as possible to make deliveries.

EVENTS IN THE TRADE

Pioneer Stove Man is Dead

Harold E. Copp, formerly head of the Copp Stove Works at Fort William, and at one time in the manufacture of stoves at Hamilton, died in Beaconsfield, England, on April 19. Mr. Copp was the pioneer of the iron foundrymen in Fort William, where he established his plant for the manufacture of stoves in the year 1902. While Mr. Copp has been in poor health for some time past, the end came unexpectedly to many of his friends. Owing to poor health, it became necessary for him to retire from business four years ago, when the industry which he established was reorganized into a joint stock company with Fort William capital.

Mr. Copp for a number of years took an active interest in the affairs of the Board of Trade of Fort William. He also was prominently identified with the activities of the Young Men's Christian Association of that city, having been one of the prime movers in establishing a branch of the association there. Mr. Copp was the first president of the Fort William Association, and retained the position of honorary president until the time of his death. The deceased leaves a widow, two daughters and one son.

Annual Electric Show

The second annual convention of the Electrical Dealers' and Contractors' Association of Ontario will be held in Massey Hall, Toronto, on June 6, 7, and 8. There will be a public electric show during the convention days.

Appreciation for Superintendent

Loyst H. Thompson, superintendent of the John Morrow Screw and Nut Company, Limited, Ingersoll, was presented with a combination writing desk and bookcase, together with a box of cigars, by the employees of that concern as an appreciation of the esteem in which he is held.

New Rubber Plant

The Goodyear Tire & Rubber Company will erect a large new plant for the manufacture of tires at the corner of Ninth street and Lake Shore road, New Toronto. The total cost is estimated at \$200,000. When the plant is in full running order it is estimated that over 300 men will be employed. The company proposes to use their plant at Bowmanville, Ont., for the manufacture of rubber heels and soles.

Joins Mackenzie Staff

Chas. Roger, who for sixteen years has been connected with the sales staff of the Canadian Fairbanks-Morse Co., Ltd., Winnipeg and Vancouver, will in future, cover Manitoba, Saskatoon district, and North Saskatchewan for Mackenzie Bros., Ltd., hardware jobbers, 244 Princess Street, Winnipeg, Man. Before starting out on the road, he will visit all the factories represented by Mackenzie Bros., Ltd.

Mr. Roger is a man of wide experience, and is well known throughout the West.

He went West in the gold rush



CHARLES ROGER

who has joined the sales staff of Mackenzie Bros., Ltd., wholesale hardware dealers, Winnipeg.

eighteen years ago, holding the position of assistant paymaster on the Government Yukon telegraph line. On the completion of this job, he joined the sales staff of the Canadian Fairbanks-Morse Co., Ltd., Vancouver, handling their whole line for British Columbia. Early this year he was moved to the Winnipeg branch, where he looked after the railway department.

Hardware Manufacturers' Exhibition

The date for the exhibition of the Canadian Hardware Manufacturers' Exhibition has been set by the executive of the association to take place from June 17 to 24 inclusive, in London, Ont. A floor plan of the exhibition is in course of preparation and will soon be ready for distribution.

Personal

R. Scott, of Scott & Truscott, Alameda, Sask., was in Winnipeg on a business trip last week.

Robt. Edgar, formerly with Clark Bros. & Co., Winnipeg, has been appointed city manager in the paper department of Tees & Persse, Winnipeg.

E. F. Carter, son of W. J. Carter, Picton, Ont., has resigned his position as traveling salesman for the Sherwin-Williams Co., in the West, and is now in command of a detachment of the 229th at Indian Head. Mr. Carter received his military training at Wolseley Barracks, London, graduating with the rank of captain. He stands 6 ft. 2 in. in his stocking feet, weighs 225 lbs., and is a crack shot with a rifle.

Business Changes

Newdale, Man.—Geo. D. Clarke has been succeeded by F. D. Young.

Winnipeg, Man.—Independent Oil Co. has sold out to Winnipeg Oil Co., Ltd.

Incorporations

Letters patent have been issued authorizing the incorporation of W. H. Banfield & Sons, Limited, with a capital of \$150,000, divided into 1,500 shares of \$100 each. The provisional directors of the company are Reginald H. Parmenter, Arthur J. Thomson and William S. Morlock. The purposes and objects of the new concern are stated to be: (1) To acquire and take over as a going concern all the assets and liabilities of the partnership carried on by W. H. Banfield, W. I. Banfield, and Harry S. Banfield, under the firm name of W. H. Banfield & Sons. (2) To carry on the business of manufacturers and dealers in iron and wood-working tools and machinery. (3) To carry on the business of iron foundries and manufacturers of all kinds, tool makers, brass foundries, metal workers, engine and boiler-makers, millwrights, machinists, iron and steel converters, and to buy and sell and manufacture machinery, implements, rolling stock and hardware of all kinds.

The Automobile Owners' Accessory Company, Limited, has been incorporated under a Dominion charter, with a capital stock of \$50,000, to manufacture, buy and sell goods and wares incidental to the operation, repair or equipment of automobiles, motorcycles and motor vehicles. The chief place of business of the concern is to be in the City of Montreal.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FOLDING CANVAS GARAGE

J. Pickles, 159 Portage avenue, east, Winnipeg, is putting an article on the market in the form of a portable frame canvas garage, which the motorist can



Folding Canvas Garage

take along with him on his travels, and use for sleeping, and for car storage. It can be erected in a few minutes. When not in use, can be carried in a corner of the automobile. The fact that there is no pole in the centre of the end has made this type of construction, it is claimed, unusually desirable for garage work. It can be used, of course, for other purposes, but a special size 12 x 12 ft., with walls 7 ft. high, is being made for garages.

J-M FIRE EXTINGUISHER

The makers claim that the J-M Fire Extinguisher, recently perfected and placed on the market by the H. W. Johns-Manville Company, instantly extinguishes any type of incipient blaze from any position.

The extinguisher is said to be compact, handy, safe, sure in action and gives the operator a choice and freedom of operation.

It can be pumped and aimed simultaneously, or by a few seconds' easy pumping enough air pressure is developed to discharge the contents in a steady stream reaching thirty feet and always under control at the nozzle lever. This feature enables the operator to use both hands to aim the stream, or to aim with one hand where necessity demands in cramped quarters.

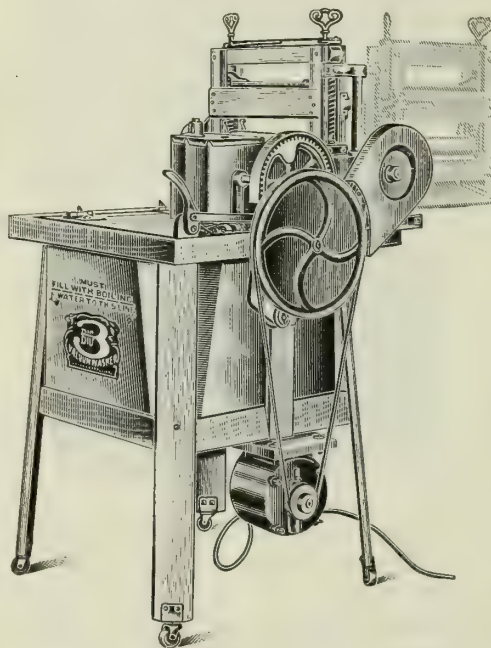
The makers also claim that fires of any origin, including oil, grease, gasoline, kerosene and electric arc, on which other chemicals and water are often ineffective and dangerous, are instantly ex-

tinguished with the J-M Fire Extinguisher.

Another feature distinctive to the extinguisher is that it is "Sealed for Safety." The unbroken seal at the nozzle indicates readiness for instant use—shows the contents are intact.

BIG 3 VACUUM WASHERS

Barlow & Seelig Mfg. Co., Ripon, Wis., offer to the trade the Big 3 Vacuum Washer, for use by hand-power, electric-driven, or power-driven. The machines work on the vacuum principle. The dasher is made with four spouts, and has a valve at the lower end, which, it is said, permits of taking in air at the upward stroke. The valve closes on the downward stroke, forcing the suds



Electric Driven Washer No. S 15

through the cloth. The dasher shaft is hollow to permit the dasher to take in air at the top. The gears are cut on automatic machines, making them run quietly. All wood coming in contact with water is made of red eypress. The

wood in the legs and braces is made of hardwood.

The electric-driven washer, here illustrated, is equipped with a power ball-bearing wringer. A lever controls the

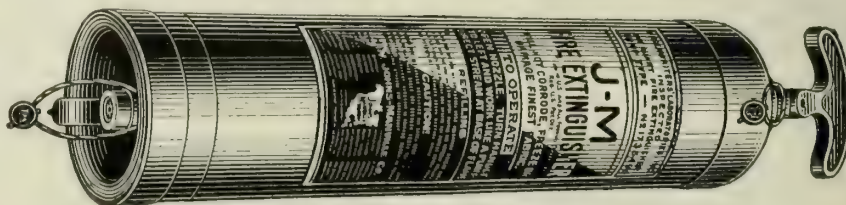


Quillbone Loop

wringer, either forward or backward. The body of the electric washer is made of heavy solid copper sheets, polished on the outside and tinned on the inside. The makers claim it will not rust, shrink or warp. The flywheel is web-shape, covering all gears back of same. The makers state they will guarantee that the motor will do the work at a cost of not over 1½ cents per hour for electricity. The machine is equipped with ten feet of waterproof cord to attach to lamp socket. Complete descriptive matter will be mailed on request.

QUILLBONE WHIP LOOP

Featherbone Whip Co., Westfield, Mass., have devised a "Quillbone Loop" for use at the top of a whip at the snap. The loop is the invention of C. H. Clarke, general manager of the company, and is claimed to be an unbreakable quillbone loop which forms the loop and is covered with thread. There is also a continuous piece of solid quillbone which, after forming the loop, extends down the side for some distance, adding strength to the upper part of the whip. The neck of the whip is filled up in this manner and the weak spot under the loop strengthened. The accompanying illustration shows how the loop is built into the whip. Complete descriptive matter will be supplied on request.



J-M Fire Extinguisher

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

The general situation in the hardware trade is practically the same as last week. The market continues very firm with an upward tendency. Although there have been fewer price changes made than during the past few weeks, some important advances have to be noted principally in lines composed of iron or steel. The lines affected include hoop iron, horseshoes, steel shafting, wrought iron pipe, saws, vises, drills, screens, sulphite sheeting, wrenches, tinned wire, hexagon nuts, safety hasps, brooms, leather laces, stocks and dies. The ingot metal markets are weaker with the exception of copper, which has advanced. There is no improvement in the situation as regards raw materials, and for this reason further advances in many hardware lines may be looked for. The present steadiness in the market indicates that the manufacturers have adjusted their prices in line with the cost of raw materials. As there is no indication of any halt in the upward movement in prices of raw materials, further advances in many hardware lines may be looked for. The outlook for business continues favorable and a steady demand for seasonable lines is reported.

MONTREAL

MONTREAL, April 26.—There is this week evident a continuation of the tendency referred to in last report to check the advances in prices on the manufactured metals and the more highly manufactured hardware lines. However, this is no indication that there is any improvement in the situation as regards supplies of materials in the immediate future. It appears to be rather a development brought about by the abnormally high levels already reached and the effect which such prices are likely to have on consumption as well as the general opinion that a reaction is only a matter of time. There are further advances many of them, and there are others predicted, but they are only being made where they appear to be absolutely forced and there are instances where local quotations are lower than the goods could now be bought for on the other side of the Atlantic. In many cases there are prospects that existing supplies of goods will be exhausted before there are new deliveries and in these departments the developments in the near future are very uncertain.

With the opening of navigation the big spring rush has commenced. In the hardware trade it will continue for a couple of weeks before the booked orders are cleared off. At the same time there has been noted a continued buying spirit in the outside districts for seasonable goods while in the city there is more interest displayed. Altogether prevailing conditions are considered as very satisfactory considering all the circumstances.

Advances this week have been made on: hoop iron, horseshoes, vises, drills, screens, sulphite sheeting, wrenches; tinned wire hexagon nuts, safety hasps, brooms, leather laces and stocks and dies. Predictions are heard for higher prices on: boiler tubes, iron pipe, bolts, and ammunition. In the metals tin is weaker but unchanged, copper $\frac{1}{2}$ cent higher and strong, lead $\frac{1}{4}$ cent off and weak and spelter unchanged.

Tin is Weaker.—No general change has been made in the quotations in the local tin market since last report, but the tone is weaker, and if the tendency continues, some recession in prices is to be looked for. Although New York is not a direct influence upon Montreal prices, weakness has been accompanied by a decline of $3\frac{1}{2}$ cents on the other side of the line during the past ten days. Montreal quotation: $52\frac{1}{2}$ -53—weak.

Copper Higher and Strong.—Following an upward tendency on the part of copper in the American markets for some time, an advance of $\frac{1}{2}$ cent has been made locally and at writing the metal is very strong with prospects of going to higher levels. New York reports that domestic buyers have been much in evidence as an influence in the recent strength, while there have also been large inquiries from France. The conclusion has also been arrived at, from the movement of copper to England, that the producers are behind in their deliveries, probably owing to the shortage of ocean tonnage. Recent reports of interest have included a rumor that German interests who bought copper for delivery after the war have been liqui-

dating on the higher market and that a group of speculators are making round-about offers of 50,000 tons. Liquidation on the part of German interests might be taken as an indication of fear of a break with the United States. Montreal quotation: $32\frac{1}{2}$ c-33c—very strong.

Spelter is Steady.—Spelter is strong following the tendency of the market for some weeks, but the latest outside influences have indicated a reaction; prices are unchanged. New York reports that there is an utter lack of demand this week and this, following a period of dullness, has had the effect of creating positive signs of weakness. Both producers and second hands are showing a disposition to sell, while buyers are displaying very little interest. The outlook is that the market will remain in its present condition until there is some more definite indication of what may be the developments between the United States and Germany. Local quotation: $22\frac{1}{2}$ c-23c — comparatively steady.

Lead is Weaker.—There is a weaker tendency in the lead market and this has been marked by a decline in the local quotation of $\frac{1}{4}$ cent. The decline comes with American influence, the outside spot market in New York having declined $12\frac{1}{2}$ to $37\frac{1}{2}$ cents. The latter quotations are now on a par with the Trust price after two months of irregularity, during which there were spreads between the different interests of 1 cent and more. The general conditions in the market are dull. Montreal quotation: $10\frac{1}{2}$ to $10\frac{3}{4}$ —weak and quiet.

Solder.—The solder situation continues strong with a tendency on the part of prices to go to higher levels. Difficulty in making quotations continues, owing to the fact that there is a considerable difference in the product which may be used for different purposes and supplied by different houses. Nominal prices from 33 cents to 36 cents are heard.

Other Metals.—Additional strength in the zinc market, with prices very firm on the old basis of 31c for casks with half a cent added for part orders, is about the only item of interest so far as the other metals are concerned. Antimony appears to be a trifle weaker, with New York $11\frac{1}{2}$ cents off, but the nominal quotation of 48 cents continues while aluminum continues nominally at 68 cents.

Iron and Steel Situation.—Outside of the fact that the iron and steel market seems to be wearing itself out on its upward movement, it cannot be said that there is any improvement in the out-

look for the immediate future. The fact that soaring prices appear to be checked to some extent in their flight may be due to the fact that in some cases they have attained a level which appears to be about their limit as a marketable commodity. For instance the local quotation for tin plate is lower by a considerable amount than stocks could now be bought at in England—and the available supplies are very short. At the same time there are predictions of materially higher prices on pipe, boiler tubes and some other lines in the immediate future. The outlook is that in some lines there will be a period between the exhaustion of present supplies and the delivery of new stocks and the action of the market during this period will undoubtedly depend to a large extent upon the consuming demand.

Tin Plate and Tinned Iron.—The shortage of tin plate and tinned iron is very acute. No general advances have been made of late, but dealers report that they have very small stocks on hand and that the situation is such that it is doubtful when there will be more available. Prices to-day ruling in England are much higher than quoted to the trade in Montreal and for this reason the latter prices can only be regarded as nominal.

Sheets Are Very Firm.—Both black and galvanized sheets are very firm and the outlook is that they will continue so for some time with prospects for further advances rather than a reaction. Prices generally are the same as at last report and as given in the current quotations; however, with stocks so short there is liable to be some difference in the prices given by different firms on the basis of their individual holdings.

Boiler Tubes Going Up.—Predictions which have been made for some weeks as to the upward tendency of boiler tubes will be realised in the near future. Higher prices will be put into effect in the near future, in all probability before another week.

Pipe Going Up.—Although it is only a short time ago since the quotations of black and galvanized pipe were advanced the indications are that still higher prices will prevail in the near future. One wholesale firm advises that there will be an important increase and that it will be within a few days.

Lead Pipe Firm.—Although there is some decline in the lead market, the position of lead pipe is firm, and it is not likely that there will be any reaction until the declines in the metal are of a material character; it is doubtful if this will come to pass while the war continues. The quotation for lead pipe is 14c and lead waste pipe 15c.

Hoop Iron Higher.—There has been another advance on hoop iron which has raised the base price about 20 cents. A number of such advances have been made during the activity in the iron and steel markets.

In Hardware Lines.—Price changes in general hardware lines are somewhat smaller in volume again this week than during the active period of several months previous. Advances are on a

much broader basis than under normal conditions, but there appears to be increasing evidence that the high level is being approached. There will undoubtedly be many further increases, but upward movement seems to be spending itself, and it is not likely that they will be as broad in their influence as in the recent past. Substitute materials and substitute articles are almost certain to find their way into the market when prices reach a level which tends to exhaust demand.

Wire Products.—Nails, fence wire, hay wire and other wire products are all firm on their recent advances and the immediate outlook is for higher rather than for lower prices. The basis for wire nails is \$3.70 and for cut nails \$3.40.

Bolts to Go Higher.—Following an advance in carriage, machine, stove and other bolts in the United States, the prediction is made in the trade that there will be still higher prices in Canada. One authority in the wholesale business makes the predictions that there will not only be an advance but that it will be a big one, probably as much as 20 per cent.

Horseshoes Are Up.—Predictions have been made from time to time that higher prices were coming on horseshoes, owing to the fact that there had been no advance since the outbreak of the war, while at the same time the cost of the raw material was substantially higher. This week the manufacturers have announced that their quotations are up 50 cents all round. The Montreal quotations to the retail trade are now as follows:

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.45; snow pattern, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.70; "X.L." steel shoes, new light pattern, 1 to 6; No. 2 and larger \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, feather weight, pattern all sizes. No. 0 to 4, \$6.05; special countersunk steel, all sizes, 0-4, \$6.55; toe weight steel shoes, all sizes: No. 1 to 4, \$7.05.

Blacksmiths' Vises.—The prices of blacksmiths' vises are being advanced owing to the increase in the cost of raw materials. One wholesale house has recently made an adjustment of about 50c each to the following prices: 30 lb., \$7.40; 35 lb., \$6.75; 40 lb., \$7.45; 45 lb., \$7.40; 50 lb., \$7.75; 55 lb., \$8.10; 60 lb., \$8.75; 65 lb., \$9.40; 70 lb., \$10.10; 75 lb., \$10.75; 80 lb., \$11.80; 85 lb., \$12.45; 90 lb., \$13.45; 95 lb., \$14.10; 100 lb., \$14.80; 120 lb., \$19.65.

Advance on Drills.—Further advances have recently been made on drills. One wholesale house gives the following quotations: straight and taper shank drills, up to 1½ inch 45 per cent., larger 5 per cent.; ratchet drills No. 104 A, net; jobbers drills, wire drills, prentice drills, etc., 45 per cent.

Screen Windows and Doors.—With the higher price of wire cloth there have been advances on the quotations for screen windows and doors. One firm an-

nounces a recent increase of 25 cents per dozen.

Sulphite Sheeting.—Sulphite sheeting manufactured by the Eddy Company has been advanced 25 cents to \$3.00. This is the first advance which has occurred on this material for a long period.

Wrenches Still Higher.—Another advance has been made on wrenches. The new discounts are as follows: Trimo, 60 per cent off list, parts 57½ per cent—formerly 62½ and 60 per cent, respectively; Stillson, 65 per cent. off list, parts 62½ per cent.—formerly 65 and 62½ per cent. respectively. Nuts are net as at last adjustment.

Tinned Wire.—A further advance has been made on tinned wire, although it is only a short time ago since the last increase went into effect. The increase on sizes up to 16 is about 2½ per cent. and on sizes from 17 to 24 about 10 per cent.

Hexagon Nuts.—New discounts have been announced on finished and part finished hexagon nuts. The new allowance is 50 per cent. up to 1 inch and 37½ per cent. on over that size, for both; the old discounts were 65 and 5 and 55 per cent. respectively.

Safety Hasp 915.—New prices are being quoted on safety hasp number 915; 3, 85c; 4½, \$1.10 and 6, \$1.30 per dozen are the revised figures.

Leather Laces.—Higher prices are being quoted on leather laces. On the light, medium and heavy the price has been advanced from \$1.25 to \$1.30 and on the belt laces from \$1.35 to \$1.50.

Butterfield Goods.—A few weeks ago a revised discount list was issued by the Butterfield people which appeared to be largely in the nature of a readjustment. Since then another discount list has appeared which covers general advances of about 5 per cent. Some of the more important new discounts are: Pipe stocks and dies: Numbers 0 3 and 4, 60 per cent.; numbers 1, 1½ and 2, 70 per cent.; Dies: numbers 0 and 3, 50 per cent.; numbers 1 to 2, 60 per cent.; Reece Taps: blacksmiths 40 per cent.; machinists band ¼ to 1, 50 per cent.; machine screw, 60 per cent. and 55 per cent.; Reece 50 per cent. Pipe taps 1¼ to 2, 70 per cent.

Seasonable Lines.—In the orders for immediately delivery now being received by the wholesale trade there is a marked demand for spring cleaning goods and utensils such as brushes, polishes, mops, brooms, sweepers, etc.

Ammunition.—Following the advance of one of the ammunition firms announced last week general increases are looked for almost immediately. Higher cost of powder, lead and other metals is the cause. There has recently been an improved demand noted in this department of the trade.

Broom Advance.—Advances of about 25 cents per dozen have been made on brooms by some wholesale houses. New quotations heard are: C x 3 cord, \$3.50; B x 4 cord, \$3.75; Mothers Own, 4 cord, \$4.00; Cable, \$5.00 No. 2 carpet, \$5.50; No. 3 king, \$5.00; D. special, \$3.00.

TORONTO

TORONTO, Ont., April 27.—The outlook for business in the hardware trade continues favorable, but some aspects of the situation, particularly the scarcity of labor, are being viewed with considerable uneasiness. The big demand for recruits is drawing so many men from the factories that manufacturers are being seriously handicapped in filling orders, and consequently shipments are being delayed. The situation is becoming more acute, and will no doubt result in a shortage in many lines. The continued shortage and advance in prices of raw materials is also affecting the situation to a greater extent than ever before. In this respect there is no relief in sight, and more favorable conditions can hardly be expected for several months. Several lines of hardware are affected by conditions in the steel trade, and, as there is no sign of any weakness in the steel market, it is fair to presume that prices of hardware will remain at a high level for some time, probably for the rest of the year. The freight situation shows no improvement, and the wholesalers are still complaining that goods are being delayed in transit.

Seasonable lines are beginning to move out in good volume stimulated by more favorable weather. Jobbers report a good demand for summer lines, oil stoves, kitchen utensils and baseball goods, etc. Lawn tools are also moving out in good volume, the demand being about normal. Consumers are buying rather cautiously, and stocks are on the light side. Collections are improving.

Price Situation.—There is still an upward tendency in prices, but not so marked as was the case a few weeks ago. It is extremely improbable that the upward movement has stopped, conditions pointing to manufacturers having adjusted their prices in line with the cost of raw materials. As prices of raw materials are still advancing, it follows that prices of many hardware lines will go higher. The obvious policy for the retailer is to mark up the prices on all lines, whether old stocks or new, as a protection against the time when the market weakens and prices decline. The retailer selling high-priced stocks at a falling market would stand to lose unless he had protected himself when the cost were high by selling at prices based on the high cost of goods.

There have been fewer price changes during the week, but the market is very firm, and further advances are looked for in the near future. The advances this week are mostly due to the rise in prices of steel and iron. The lines affected include wrought iron pipe, horse-shoes, saws, shafting, and some lines of finished steel, and some grades of ready roofing.

Iron and Steel Situation.—The market continues very strong, and the demand for steel is as insistent as ever. The mills have all the business that they can take care of for the rest of the year, and even that does not cover all the requirements, as it is reported from Buffalo that an inquiry for over two thousand tons of bar material and other fin-

ished lines had been received from Canada. Some difficulty, however, is being experienced in closing the business on account of deliveries being so backward. The steel companies are beginning to fear a shortage of labor, a problem which it is expected will become more serious and difficult to remedy. The upward tendency in prices shows no sign of abating, and a number of steel products have advanced during the week. Bar iron has advanced 25c, and is now quoted at \$3 per 100 pounds, the same price as steel bars. Steel angles have advanced to \$3.50, refined iron \$3.25. Norway iron \$5.50, and band steel \$3.50 per 100 pounds. Twisted reinforcing bars are quoted at \$3.25, plus extras for twisting. A new price for cold rolled shafting has been made, and is now list plus 40 per cent. at warehouse. The wrought iron pipe market is very strong, and higher prices have been announced. Boiler tubes have advanced in the States, and a similar movement may be expected here.

Reports from Sheffield, England, state that results obtained in the manufacture of tungsten powder have been most successful. The quality of the powder is entirely satisfactory and a greater amount is being produced than was consumed by all Sheffield makers of high-

WROUGHT IRON PIPE

Prices of wrought iron pipe have been advanced 2 points for black and 3 points for galvanized pipe. The new re-sale prices are being revised but have not been issued as we go to press.

speed tool steel prior to the war. There is still a shortage of supplies of tungsten, but it is hoped that arrangements will soon be made for a complete organization of these supplies.

Although there has been some falling off in the amount of new business in the United States market, there is no indication at present of any easing in the prices. The mills have enough business on hand to carry them well over into 1917, and the export demand, especially for bars for shells, is still very heavy. Forging billets have advanced to \$68 per ton Pittsburgh. Steel bars have advanced, and are now quoted at 3c, and beams at 3.60c Pittsburgh.

Pig Iron.—There is no development of importance to note in the pig iron market and the situation is much the same as has prevailed for some months. Prices are unchanged, Hamilton and Victoria pig iron being quoted at \$24 per ton.

Old Materials.—The market is firm, but quiet, the only changes of importance to note being for copper and brass, which have advanced. The copper market has gained strength during the week, and prices of scrap copper have advanced in sympathy. The new prices are about 25c per 100 lbs. higher.

Metal Markets.—An advance in copper and decline in tin are the principal features to note this week. Higher prices

for copper were expected on account of the strong market, due the recent heavy buying. The easiness in the tin market in New York follows a decline in London. The Trust price for lead is unchanged at New York, but the outside market is weaker. The spelter market is lower, due to the falling off in demand. Antimony and aluminum are unchanged, both markets being dull. Solders are quoted at the same prices as last week. Business locally is very good. This is due principally to the heavy demand for these metals used in the manufacture of munitions, but ordinary business has improved considerably.

Copper Advances.—The market is strong and higher, with quotations nominal. Prices continue to reflect a strong advancing tendency, and the outlook is favorable to a high range of prices for copper for the rest of this year. Producers are sold up for at least five months, and with a continued heavy demand makes the position of copper an unusually strong one. Copper has advanced 1/2c locally, and quotations are nominal at 32c per pound.

Tin Weaker.—The spot market is dull and lower, both in London and New York, due to large arrivals of tin. Futures are, however, firm and unchanged. Tin has declined 2c, and quotations are nominal, and range from 52c to 55c per pound.

Spelter.—The market is quiet and easier, the demand for spelter having fallen off. The market is being affected by the strained relations existing between the United States and Germany, and consumers are waiting the outcome. Spelter has declined 1c, and is now quoted at 21c per pound.

Lead.—The "Trust" is holding lead at 7.50c New York, but the outside market is a shade lower. The outside market is still a trifle higher than the "Trust's" figure, but this is not of any particular importance, as the demand for premium metal has practically ceased. Lead is now quoted locally at 10c per pound.

Antimony.—The market is dull, and very little trading is being done. Quotations are unchanged and nominal at 48c per pound.

Aluminum.—The market continues dull, with quotations unchanged at 68c per pound.

Solders.—Prices are unchanged, although tin is weaker. If tin continues to decline, a downward revision in prices of solder may be made. The prevailing prices of solder are given in the current market quotations.

Sheet Situation.—The demand for sheets in the primary market continues heavy, and operations at the mills are being maintained, notwithstanding the restrictions imposed by the shortage of sheet bars. The sheet market is irregular, and the usual differentials between the various gauges have practically disappeared on account of the big demand for the heavier sizes. Prices are unchanged, but very firm. The high cost of spelter continues to restrict the production of galvanized sheets, and the increased cost of steel has tended to cause a firmer market, despite the falling off

in demand. The galvanized sheet market is irregular, and quotations firm and unchanged.

Iron and Steel Products Up.—Higher prices have been made on some lines of iron and steel angles and bars, of which the following are the most important:—Bar iron has advanced 25c, and is now quoted at the same price as steel bars, viz., \$3 per 100 pounds. Steel angles have also advanced, and are now quoted at \$3.50 per 100 pounds base. Refined iron is higher at \$3.25; Norway iron, \$5.50, and band steel, \$3.50 per 100 pounds. The new price on reinforcing bars is \$3.25 per 100 pounds, plus extras for twisting. The general tendency of the market is for higher prices, and further advances are looked for in the near future.

Steel Shafting Advances.—The market continues very strong and makers state that they are filled up with orders on all the shafting that they can turn out for five to six months. Cold rolled shafting is now being quoted at list plus 40 per cent. at warehouse and list plus 30 per cent. at mill.

Boiler Tubes.—The market is very firm, and higher prices on seamless and lapwelded tubes are expected in the near future. Makers of locomotive and merchant tubes in the Pittsburgh district are practically sold up for the remainder of the year.

Iron Pipe Again Advances.—Another high level in the price of wrought iron pipe has been registered, making the second advance this month. The latest advance is two points on black and three points on galvanized pipe. It brings the prices on galvanized pipe more in line with black pipe, the recent increases in the spread have not been sufficient to take care of the added cost of spelter. The new re-sale prices are being figured out, but will not be printed before Hardware and Metal goes to press; they will, therefore, have to be unavoidably held over until the next issue.

Wire Nails.—The price of wire nails is unchanged at \$3.60 per keg base, but the market is very firm, and an advance is anticipated. Wire rods are still very high and scarce; some makers say that they have no wire rods to sell in the open market. It is reported from Pittsburgh that sales of good-sized lots of open-hearth rods have been made at \$60 per ton at mill for shipment at mill convenience. The cut nail situation is unchanged, but an advance is looked for. Cut nails are quoted at \$3.20 per keg base.

Wire Products.—The market is very firm and prices unchanged. An advance is looked for in the States on galvanized and barb wire, which may be followed by a similar movement here. Smooth steel wire, Nos. 0 to 9 gauge, is quoted at \$3.75 per 100 lbs. base.

Horseshoes Advance.—The probability of an advance in horseshoes was suggested in these columns last week. Horseshoes are one of the few lines that have not changed since the upward movement in prices started, but the increase in cost of horseshoe iron has rendered this step necessary. The new prices range from

15c to 50c per keg higher, and are as follows:—Iron shoes, light, medium, and heavy, No. 2 and larger, \$4.30; No. 1 and smaller, \$4.55; snow pattern, No. 2 and larger, \$4.55; No. 1 and smaller, \$4.80. X.L. steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.75; No. 1 and smaller, \$5. X.L. steel feather-weight pattern, all sizes, Nos. 0 to 4, \$6.15. Special countersunk steel, all sizes, 0 to 4, \$6.65. Toe weight steel shoes, all sizes, Nos. 1 to 4, \$7.15 per keg.

Soldering Coppers Advance.—The continued firmness in the copper market has caused another advance in soldering coppers, and the base price is now 50c per pound.

Saws Advance.—Makers of cross-cut saws have advanced prices on the cheaper grades approximately 7c to 8c per foot, and the higher grades about 5 per cent. Buck saws have advanced from 7½ to 10 per cent.

Ready Roofing Advance.—The market is very firm, and some makers of ready

GETS \$1 MORE FOR MILK CANS

In a letter to the Editor of Hardware and Metal this week, W. J. Carter, Picton, Ont., president Ontario Retail Hardware and Stove Dealers' Association, referring to business conditions, stated in part as follows:—

Business is fine, and high prices seem to be no deterrent to the farmers' buying. We are selling milk cans at a dollar advance over last year's prices. If a farmer complains of the price, we ask him which he would rather do, take 10 or 11 cents a pound for his cheese and pay a dollar less for the can, or secure 17½ cents per pound for cheese and pay a dollar more for the can. It has never struck him that way, however, and he pays the extra dollar most willingly. The same applies to other lines.

roofing have advanced their prices. Other lines will no doubt advance in the near future, as the situation is becoming more acute on account of the shortage of rags. At present there is no sign of relief, and a shortage of some lines of roofing is expected.

LONDON

LONDON, Ont., April 25.—In spite of unfavorable weather, which usually is a deterrent to business, merchants report a good trading during the past week. Business conditions here are reported good. Higher prices have not operated to check the sales of many lines. A number of advances have taken place during the week, but on the whole prices have remained firm.

Cut Nails Advance.—An advance of 20c has been made on the price of cut nails. The new price quoted is \$3.40 base.

Wire Nails Firm.—Prices for wire nails has remained firm during the past week, \$3.65 base being the quotations.

Building Paper Up Again.—A further advance is recorded in the price of building paper, due in large measure to the scarcity of rags and old papers. Dry fibre No. 1 is selling at 59c per roll, and dry fibre No. 2 is quoted at 47c per roll. Tarred paper No. 1 is quoted at 71c per roll, and No. 2 of the same is selling at 51c per roll. Resin sized paper is selling at 55c per roll. Carpet felt is being sold at 4c per lb.

Linseed Oil Firm.—The market for linseed oil remains firm with a fair sale recorded. Prices have been as follows:

	Raw	Boiled
1 to 2 bbls.....	1.00	1.03
3 to 5 bbls.	99	1.02
6 to 9 bbls.	97	1.00

Turpentine.—The market for turpentine has remained firm at last week's quotations. In 1 bbl. lots the price quoted is 77c per Imperial gal., in 2 to 4 bbl. lots, 76c, in 5 gal. lots, 84c.

White Lead in Oil.—Prices for this commodity are the same as quotations of last week. Pure white lead in oil in ton lots is selling at \$13.95 per 100 lbs.; in less than ton lots, \$14.25.

Rope Prices Firm.—Prices for rope have remained stationary during the past week. Pure Manila is selling at 21c per lb.; British at 17c; African hemp, 17c; cotton rope 3-16 inch, 27c; cotton rope, ¼ inch and larger, 26c.

Glass.—Prices for this commodity continue firm at recent quotations. Single diamond is quoted at 30 per cent. off list, while double diamond is also selling at 30 per cent. off list.

Fence Wire Prices Unchanged.—In spite of the spring demand for wire fence the prices for fence wire have remained firm. No. 9 galvanized is selling at \$3.50 per 100 lbs.; No. 12 galv., \$3.65; No. 13 galv., \$3.75; No. 9 coil spring, \$3.55; barb wire, \$3.85; No. 10 O. and A., \$3.91; No. 11 O. and A., \$3.97; No. 12 O. and A., \$4.05; No. 14 hay baling, \$4.15.

Poultry Netting Remains Firm.—Poultry netting is quoted at 30 per cent. off list.

Screen Wire.—Painted screen wire in 100 ft. rolls is selling at \$1.87½; in 50-ft. rolls, \$1.92½; bronze screen wire in rolls is being sold at 9c per sq. ft., in less than rolls the price asked is 10c square foot.

Sand Screen Up.—An advance in the prices of sand screen is recorded. The 18-in. width is quoted at 35c per yard, 24-in. at 40c per yard.; 30-in. at 50c per yd.; 36-in. at 58c per yd.

Japanned Sand Screen Wire has also taken an advance and is now selling at 10 per cent. off list.

Regalvanized Sand Screen is also being quoted at an advance over the last quotations, now selling at 8½c per sq. foot.

Harvest Tools.—These articles are being priced at 40 per cent., 5 per cent., and 5 per cent.

Spades and Shovels remain firm at recent quotations, firsts selling at 50 per cent. off list, seconds at 45 per cent., and fourths at 35 per cent.

Good Sale of Paris Green.—The prices for this article remain unchanged. A good sale has been recorded at present prices.

Carpet Sweepers Good Sellers.—Housecleaning operations have helped make a brisk sale of carpet sweepers during the past week. Household has been selling at \$5.25 each and Grand Rapids at \$6.25 each.

Good Sale of Horse Clippers.—The demand for horse clippers during the past week has been brisk. Farmers are utilizing their spare time before seeding to get their horses in shape for the summer's work. Stewart is quoted at \$6.94 each.

New Emery Cloth List.—In our quotations of last week it was inadvertently stated that there was a new list price for sand paper. The new list applies to emery cloth. By the new list an advance has been made in the list price of B. and A. emery cloth. The advances range from \$4 to \$5 per ream list and the new list is as follows per ream:—No. 00, \$31; No. 0, \$31; No. 1/2, \$31; No. 1, \$33; No. 1 1/2, \$35; No. 2, \$38; No. 2 1/2, \$41; No. 3, \$44. The discount remains the same as formerly, 40—5 per cent.

WINNIPEG

WINNIPEG, Man., April 27. — With the end of the month in sight, the jobbers are in a position to state definitely that business during April has been extremely good. One jobber reports that the sales will be double what they were a year ago, and reports from all sources indicate that similar increases are being made. Conditions throughout the country are very good, and retailers expect that business for the coming year will show decided increases over the results of the last two years. At the present time seasonable lines are in great demand, and rush orders are being handled for hoes, rankes, spading forks, and other lines of garden tools. It is expected, of course, that the first two weeks in May business will be considerably less than at present on account of the farmers doing their seeding which will prevent their coming into their home towns to buy from the local dealers.

Price changes for the past week have not been as numerous as some of our previous reports show, but one of the most important which is going through is that affecting prices of ammunition, loaded shells and rifles. Predictions of the advance were made some weeks ago, and the retailers who took advantage of the hint and booked their orders, will see the wisdom of their so doing.

The advance on metallic cartridges, loaded shells and rifles will approximate 10 per cent. and there is no doubt that in the very near future, further advances may be expected. Brass enters largely into the construction of metallic cartridges, and this material is extremely hard to obtain.

The recent advice from the Stanley people advising an advance of approximately 5 per cent. in all their lines, has led the jobbers to make new prices on these goods, and this will affect

quotations on planes, veneer scrapers, spoke shaves, try-squares, etc.

Some time ago we predicted in these columns an advance in the price of wringers and washing machines. The revised price on wringers has now gone through, and to-day's quotations for three of the leading lines are as follows: Wringers; Universal, 27.00 doz.; Royal Canadian, 40.00 doz.; Eze, 44.50 doz.

New prices have also been issued on gun shot, a memo of which is given herewith:

Shot:
Common 3 A to Dust. 15.25 per 100 lbs.
Chilled 16.75 per 100 lbs.
Buck SSG to 4A 16.05 per 100 lbs.
28 Ball 16.45 per 100 lbs.

The jobbers advise that by next Fall there will be a number of lines which it may be almost impossible for them to procure. One line which they mention is stoves, and in this connection they advise the writer that it is owing to the shortage of labor on account of enlistments, and the difficulty in procuring the raw material. The manufacturers have made further advances in their prices of about 5 per cent. and will not guarantee the new prices for any length of time.

Twenty Years Ago In the Hardware Trade

The following items have been taken from the issue of Hardware and Metal of April 18, 1896:

Henry Clucas, Western representative, Canada Paint Co., was in Toronto during the week.

Henry Clucas is still associated with the Canada Paint Co. as sales manager of the Toronto branch of the company. Ed.

T. B. Williamson, M. & L. Samuel Benjamin & Co.'s representative in Manitoba, the territories and British Columbia, has returned to Toronto after a successful trip.

Thos. B. Williamson is still identified with the Canadian Hardware trade, and is buyer for H. S. Howland, Sons & Co., Ltd., Toronto. Mr. Williamson is a past president Canadian Wholesale Hardware Association.—Ed.

W. S. Leslie, of A. C. Leslie & Co., Montreal, was in Toronto during the week.

W. S. Leslie is now president, A. C. Leslie & Co., Ltd., Montreal.—Ed.

Beeton, Ont.—The death occurred here recently of A. C. McCague, of McCague & Prentice, hardware and groceries.

Legal Department

Questions regarding legal matters sent in by readers of Hardware and Metal will be answered through this column. This service is entirely free, the only stipulation being that the name of the inquirer be given, though, of course, no names will be used in publishing the answers. It is important for inquirers to remember that to get an accurate answer it is necessary to give full information. Address all inquiries to Editor, Hardware and Metal, 143-153 University Ave., Toronto.

All questions answered by Walter E. Lear, barrister-at-law. Registered in accordance with the Copyright Act.

Subscriber:—A man who has recently enlisted owes me a sum of money on account. (1) Can I garnishee his allowance from the Patriotic Fund? (2) Could I sue him for the debt? (3) Could I garnishee his salary from the Government? (4) Could I prevent the soldier's family leaving Canada?

1.—**CANADIAN PATRIOTIC FUND.**
The Canadian Patriotic Fund is a charity corporation, incorporated by an Act of Parliament of Canada, (1914), 5 Geo. V., chapter 8, and by section the distribution of its funds are in the "absolute and uncontrolled discretion of the corporation." No beneficiary has any legal claim upon any money in the hands of the corporation, notwithstanding that he or she may receive, each month, a regular allowance. Such claims are purely moral and may be discontinued at any time in the discretion of the corporation. Therefore, the claim of a beneficiary cannot be assigned nor garnisheed.

2.—**COLLECTING DEBT FROM SOLDIERS.**
A soldier may be sued for a debt the same as any other man, providing that he is in Canada and can defend the action; however, if he is in France on active service, it is more important to Canada that he should stay there and fight than it is that any creditor should recover judgment against him. In such case the action would have to stand over until the war is over.

3.—**GARNISHING OF SOLDIER'S PAY.**
The Government has more important duties to perform than acting as a debt collector; therefore it does not permit the salaries of its officials to be garnisheed.

4.—**PREVENTING DEBTOR'S FAMILY FROM LEAVING CANADA.**
There is no law to prevent the family of a debtor from leaving Canada.



CHANGE OF DUTY ON SEWER PIPE AND FLUE LINING

The Commissioner of Customs has sent out a notice regarding the new discounts, which have gone into effect, on sewer pipe and flue lining imported from the United States. The rates of discounts decided upon are deducted from the list prices on sewer pipe and flue lining from the United States, and the remainder of such published prices shall be deemed and taken to be the fair market value for duty of any such manufactures and productions as are specified in the price lists which are marked A-B-C, and are generally known as the Eastern price list, the old Western price list, and the new Western price list respectively.

Readers who are interested can secure copies of the appraiser's bulletin from the Commissioner of Customs, Ottawa, or from the Editor Hardware and Metal, Toronto. Appraiser's bulletin 961 is cancelled, and bulletin No. 1,280 substituted therefor.

WEEKLY PAINT DEPARTMENT

Economy Has Meant Larger Paint Sales

Thomas Evans of Paris, Ont., Asserts Painter Has Been Done Out of a Job and Money is Being Spent by Housewife to Buy more Paint—Demonstration of Floor Stains and Varnishes by Fraser Hardware Company of Galt.

THERE are many painters who are not employed at their own trade this year, but we are selling a goodly quantity of paint, nevertheless," declared Thomas Evans, of Paris, Ont., to a Hardware and Metal representative. Mr. Evans is one of the veteran paint dealers of that town, having been engaged in the business for over forty years. He learned his trade as a painter and for many years past has conducted a paint and wallpaper store.

"Last year, it may seem strange to say, we also had a good paint trade. I attribute it to the fact that people were bent on economy. They felt they did not have so much money to spend in the painting of their homes, and in consequence they got more painting done. This may seem a paradox. It works out this way: while people feel that they have not so much money to spend on painting their house they decided to do away with the services of the painter whom they had engaged on previous occasions. This of course leaves them more money to spend in the purchase of paint. And they themselves wielded the brush. So the painter found himself minus a job. Of course, he has been able to find work in other lines, for there is a big demand for workers in other branches of industry at the present time. His painting job has been taken over by the man of the house or the woman herself in many instances. While the painters have been doing less the paint trade has actually been good. In cases where the housewife in the past felt that she could afford to spend enough to paint only one room she will now in many cases buy enough paint for two or three rooms and still save money on her painting appropriation.

"We do not look for a large demand for the painting of new houses. In common with most places there is practically no building here. It is not that there is not a demand for more houses. Accommodation cannot be secured for all those who desire to come to the town to

live. The mills are working to capacity and are unable to get sufficient help to meet their needs. But people are not in the building mood. There will no doubt be a good trade for the interior and exterior decorating and cleaning."

Never Argues About Paint

Mr. Evans has learned the value of refraining from trying to argue a customer into buying a more expensive

have it in order to please the customer. We try and give him what he wants. We do not endeavor to make him buy something he is entirely opposed to. He must learn for himself the value of painting with a dependable article. Poor paint is dear at any price. And we tell our customers so."

Value of Demonstrations

The Fraser Hardware Company, of Galt on Monday, Tuesday and Wednes-



View showing display of the Fraser Hardware Company, Galt. During the demonstration of their varnishes and graining materials, a young lady was present to show how easily the graining is done. The table was arranged in the centre of the store immediately inside the door.

paint when he has his mind made up to buy something cheap. "Most of our customers are desirous of securing the article that will wear the best and give the best satisfaction. Occasionally, however, we have a customer who wants something cheap. 'Any old thing that is called paint and has a cheap price,' are the stipulations that class of individual sometimes puts on his purchases. With these we never argue. We have on stock a few cans of paint for just such customers. But we are frank in telling them that they will not get the wear or the value out of such a paint that is to be had in the better grades of paint. Our stock of the cheaper paint is very limited. But it is sometimes necessary to

day of this week put on a demonstration of floor stains and varnish. "On the first day of the demonstration there was considerable interest shown," stated Mr. Fraser. "Weather conditions were not the best, however, and people were not out in as large numbers as we would have liked to see. The painting season has been retarded this year owing to the unfavorable weather conditions. We find these demonstrations have been a good thing for the advancement of the paint business and we make them a yearly feature."

Young Woman Makes Demonstration

There were present to make the demonstration a young lady and one of
(Continued on page 42.)

Paint Profits depend on Paint Value

The profit of a paint department is limited only by the popularity of the goods.

When you sell a quality like that of

JAMIESON'S PURE PREPARED PAINTS AND VARNISHES

you are assuring yourself of maximum results.

Asking us to present you with full details of our proposition places you under no obligation whatever. It will pay you to write us now.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED



MOORE'S

House Colors



Moore Value will give you the highest bid for paint trade

Moore's Pure Linseed Oil Paints have no superior in lasting and surface-covering qualities, and they sell at a remarkably low and very attractive price.

If you're looking for a real live seller, you should investigate our proposition.

Drop us a card now while it's on your mind.

MADE IN TORONTO, CAN.

Benjamin Moore & Company
LIMITED
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

the salesmen of the varnish company. The young lady demonstrated the ease with which it is possible to do the graining when the right kind of materials and proper utensils are used. The actual operation simplifies the thing in the mind of the prospective customer. Once the housewife is convinced that she can do the work of graining and staining one of the big obstacles to a sale has been surmounted. When the demonstration is carried out by a woman herself it becomes doubly convincing to the mind of the housewife that she can engineer the work.

A display of the various varnishes and stains were arranged on the table in the front part of the store. The demonstration was carried out on this table and was the first thing that caught the eye of persons who entered the store. The expert from the varnish manufacturers was present to answer any technical questions that may have been posed by those who watched the demonstration.

CATALOGUES AND BOOKLETS

P. S. & W. Co. Issues Handy Free Book

A valuable and handy book for anyone interested in tinsmiths' machines and tools has just been issued by the Peck, Stow & Wilcox Company, of Southington, Conn., and Cleveland, Ohio. This book, which is of a size to fit the pocket, is designed to be of assistance both to those who use and those who sell metal-working machines and tools.

The first part of the book is devoted to illustrations and descriptions of the making of various kinds of seams and joints and numerous tables of weights and measures. Circumference tables for sheet iron work, weights and measures of sheet iron from 38 to 0000000 gauge, tables showing differences between wire gauges, weights and thickness of sheet copper, how to ascertain the weight of copper, weight of boxed tin plate and other figures often needed in the handling of sheet metal, are all presented in easily read form.

More than 250 pages are crammed full of information about the operation and construction of metal-working machines and tools. The descriptions include complete specifications of each machine and tool with an explanation of what it will do and how it will do it.

The Peck, Stow & Wilcox Company is anxious that every man who has use for this new book should have a copy and will send one free upon request to its Southington, Conn. office.

Supplement for New Tools

A supplement, to catalog No. 12, showing 30 new tools has been issued by Goodell-Pratt Company, Greenfield, Mass. Included in the new tools are motorcycle and motor tool sets, braces, hand and breast drills, wrench sets, wrenches, levels and speed indicators. The supplement, which is attractively gotten up consists of 20 pages, and will be mailed to dealers on request.



RAILWAYS WANT TO INCREASE RATES

Montreal, Que.—The Grand Trunk Railway and Canadian Pacific Railway asked the Board of Railway Commissioners at their session here last week for approval of new rates on import freight from Montreal, Que.; Portland, Me.; and St. John, N.B. Objection was made to the proposed increase by representatives of the Montreal and Toronto Boards of Trade and the Canadian Manufacturers' Association. Judgment was reserved by the commission.

The railways propose that the rates from Portland to Montreal be readjusted on a basis of from 29 to 47½ cents per hundred pounds first-class. According to the statement of W. S. Tilston, of the Montreal Board of Trade, this is an advance of 78 per cent. The railways also propose to advance the rates from St. John to Toronto and Hamilton from 39.9 cents to 53½ cents per hundred pounds first-class. This is stated to be an advance of 34 per cent. Mr. Tilston objected to the raise in rates in that, while there is an increase to domestic points, such as Montreal, Toronto and Hamilton, the rates to Buffalo are being maintained on a basis of 41.3 cents per hundred pounds. The railways contended that lower rates to Buffalo had to be maintained in order to meet the competition of the rates from New York.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

386. **Russian trade.** A commission agent in Homel, Russia, desires to be put in touch with Canadian firms interested in exporting to that country with a view to representation since there is a large consumption of foreign supplies in the district in which he is stationed.

387. **Trade with India.** A large importing firm in India desires catalogues and wholesale price lists from Canadian manufacturers of hardware, implements, tools, plantation supplies, etc., as outlined on page 863 in Weekly Bulletin No. 628.

388. **Agency.** A South African commission house with offices in Cape Town and Johannesburg and covering all centres of South Africa, requests catalogues and prices with all details covering sanitary closets.

389. **Agencies.**—A Cape Town firm of commission agents, having a number of travellers on the road, are prepared to take up Canadian agencies. Correspondence requested.

390. **Representation.**—A South African manufacturers' representative is prepared to take up agencies of Canadian-made enamelware, hardware, boots and shoes, clothing, shirts and overalls.

391. **Twine.**—A Durham firm of merchants asks for samples and prices on twine, in cotton, hemp, and Italian hemp in balls and reels of 2, 4, 8 and 16 ounces.

392. **Calcium carbide.**—A London firm asks to be placed in touch with Canadian manufacturers of carbide of calcium, with a view to shipment to Australia.

393. **Brushes.**—A London firm asks to be placed in touch with Canadian manufacturers of brushes in a position to do export trade.

395. **Foundry requisites or foundry plant of any kind.**—A Glasgow firm would be glad to hear from Canadian firms making a specialty of above.

396. **Haematite iron suitable for malleable castings.**—A Glasgow firm is anxious to obtain supplies of above from Canada.

397. **Heavy steel riveted crane-casting ladles.**—A Glasgow firm wishes to receive quotations c.i.f. Glasgow, for eleven crane-casting ladles, steel riveted, each 50 tons and complete with double set of stopper gear; also a considerable quantity of steel mandril bars for draw-benches, the bars to be cut from 1½ to 2¾ inches diameter by 30 feet long and to be machine straightened. The material for these bars must be of a hard and ductile quality as per following analysis:—

Approximate analysis—	
Phosphorus	0.028
Sulphur	0.003
Silicon	0.203
Manganese	0.8
Combined carbon	0.6

398. **Iron and steel bars and steel plates.**—A Glasgow firm desires quotations c.i.f. Glasgow.

399. **Cast-iron Stauffer pattern lubricators.**—A house in Glasgow would like to hear from Canadian firms in a position to export above.

400. **Semi-rotary pumps.**—Some Glasgow importers would be glad to receive quotations from Canadian firms.

401. **Mild steel billets and blooms for re-rolling.**—Quotations wanted c.i.f. Glasgow for shipment April, May, June, 1916.

402. **Annealed wire.**—A Glasgow firm are in the market to purchase annealed wire, baling and other qualities. Quotations c.i.f. Glasgow, for shipment April, May, June.

403. **Bars, plates, sheets.**—A firm in Glasgow wishes to receive quotations from Canadian exporters of iron and steel finished materials such as bars, plates and sheets, etc.

404. **Bars, sheets, plates, etc.**—A Glasgow firm asks to be put in touch with Canadian exporters of finished iron and steel in bars, sheets, plates, hoops, wire, etc.

405. **Bolts, nuts, rivets, etc.**—A Glasgow house desires to hear from Canadian manufacturers of iron and steel manufactures such as bolts, nuts, rivets, nails, etc., c.i.f. Glasgow.

406. **Steel shafting or boiler plates.**—A Glasgow firm will be glad to learn if Canadian houses can supply the above. Quotations c.i.f. Glasgow. Prompt delivery.

407. **Wire nails.**—A Glasgow house wishes to receive quotations from Canadian firms.

408. **Steel and hoop, billets, etc.**—A Glasgow firm is anxious to do business with Canadian firms who can export above.

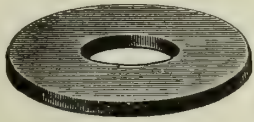
409. **Hinges.**—A firm in Glasgow is in the market to purchase hinges. Quotations c.i.f. Glasgow.

411. **Leather.**—A Chicago firm who are large users of leather desires to be put in touch with Canadian tanners in a position to supply the following: Sheep Russet, orange and brown, 125 to 135 feet spread. Strap—2-ounce to 10-ounce orange, brown, chocolate and black.

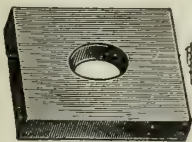
413. **Hoops.**—A business firm in Newfoundland makes inquiry for names of Canadian manufacturers of ordinary iron barrel hoops, 1¾ to 2 inches wide.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs.



Felloe Plates.
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



*This trade-mark
makes permanent
varnish customers.*

IF you handle varnishes
you will find Berry
Brothers' label a profitable
asset in salesmaking.

For nearly 60 years it has
been known as the mark
of quality and is univers-
ally recognized by all
buyers as a protection
against inferior Finishes.

We make a specially adapted varnish
or enamel for every known use, and
they can be depended upon to satisfy
the most critical customers.

You can build up a larger varnish
business by recommending and featur-
ing Berry Brothers' line.

Write for our selling plan and interesting
dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

ESTABLISHED 1858

Walkerville, Ontario

(306)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 27. With the opening of navigation this week the heavy annual movement of spring bookings has attained its full swing of activity. Indications are that the volume of goods passing to the wharves is larger than usual in the paint trade. That deliveries are above normal can be put down to the fact that there has been very good business in the rural districts, and retailers generally protected themselves by placing substantial advance orders prior to the recent advance. At the same time manufacturers report that there is a very satisfactory amount of sorting business coming along, considering the higher prices and the general conditions prevailing. City business has been showing some improvement, but is still far from normal, and in the industrial trades the high prices add to the general unsettledness.

A continuance of the easier tendency is noted in the oil and turpentine markets, but, as previously stated, this is having no effect as yet upon the situation in mixed paints, for the reason that the cost of materials still warrants higher prices than covered by the last advance. Lead and zinc are firm, and difficulties as regards colors and chemicals are on the increase.

Oil is Easier.—The easier tendency in the linseed oil situation, which has been felt for some weeks, makes itself evident in a further shading of the quotations to the trade. Whereas a week ago the bottom quotation was 91c and 94c, for raw and boiled respectively, as low as 90c and 93c is now heard. On the other hand, 92c and 95c represents about the top of the spread, as compared with 94c and 97c a week ago. At the same time, there are some higher figures still heard, but it is doubtful if they are the basis for any considerable amount of business. The general situation is indicated as follows:

	Raw.	Boiled.
1 to 2 barrels	90c-92c	93c-95c
3 to 5 barrels	89c-91c	92c-94c
6 to 9 barrels	88c-90c	91c-93c

Lead is Steady.—Although there has been some slight shading off on the price of pig, the market for white lead continues firm on the basis of \$13.80 for ton lots and \$14.10 for smaller quantities. There are no indications of price changes in either direction in the immediate future. Deliveries to outside points are very heavy with the opening of navigation.

Turpentine Easier.—Turpentine is again easier this week. The low quotation of 74c of last week, on the single barrel basis, has dropped 2c, to 72c, and

the top price of 75c has come down 1c, to 74c. The following figures cover the range:

1 barrel	72c-74c
2 to 4 barrels	71c-73c

New Pane Glass Discount.—The discount on pane glass on the new list has been set at 50 and 5 per cent. to the hardware trade. Owing to the fact that the list has been readjusted, and the basis of the discount thereby altered, it is impossible to make comparison with the old prices. However, the change covers an increase, although not a very large one.

Gasoline and Benzine.—The spring movement of gasoline and benzine is on in full swing this week, with the opening of navigation. Heavy shipments will continue for a couple of months. With the exception of the midsummer lull, during July, the open season is marked by big outside business in these lines. Prices are unchanged on last quotations, with the outlook indicating advances. Gasoline: 33c by the barrel, 30c for tank wagon, and 30½c in drums; benzine, half a cent lower.

Paris Green Shortage.—The indications of a shortage in Paris green before the season is far advanced are emphasized as shipments deplete stocks. Makers claim that if the demand is such as to consume their short supplies, and they have to go into the market and secure new stocks of chemical ingredients there will have to be a material advance in the quotations.

TORONTO

TORONTO, Ont., April 27.—Business in the paint trade is following a normal course and no great activity is looked for just yet. A period of more favorable weather when outside painting can be proceeded with will help things along and stimulate the demand for paints and oil. The more important features this week are a decline in linseed oil and turpentine. The drop in oil is due to the light demand while the decline in turpentine is attributed to weakness in the primary market. With the above exceptions, prices are very firm and the market steady. A serious shortage of chemicals is causing much concern among makers of Paris green.

Linseed Oil Weaker.—Further weakness has developed in the oil market and the high level is now 4c lower than that of last week. This brings the spread down to closer limits. The seed market is weaker but the drop in oil is due more to the light demand and keen competition for business. The high figure is now 96c and 99c and the

lowest 91c and 94c, while 92c and 95c has also been heard. The market is unsettled but would no doubt become firmer if the demand improved. The following prices are more generally being quoted for linseed oil in Toronto:

	Raw.	Boiled
1 to 2 barrels	96c	99c per gal.
3 to 5 barrels	95c	98c per gal.
6 to 9 barrels	93c	96c per gal.

Turpentine Weaker.—The market is weaker in the South owing to the light export demand as very little turpentine is now going to Europe. This has affected the local market and turpentine has declined 2c per gallon. Resins are all weaker especially the light grades. Prices of resin however are about the same level, as at the corresponding period last year. The local demand for turpentine is light and the following prices are being quoted in Toronto: 1 barrel lots, 75c; 2 to 4 barrel lots, 74c; and 5 gallon lots 82c per Imperial gallon.

Paris Green.—The Paris green situation is becoming acute, owing to the scarcity of chemicals makers of Paris green are only making up light stocks which if depleted will necessitate an advance in prices. A scarcity of green is anticipated if the demand is anything like what is expected and potato crops may be seriously affected.

White Lead.—The market is firm and prices unchanged at \$13.95 for white lead per 100 lbs. in ton lots. The Trust price for pig lead is unchanged at 7.50c New York but the outside market is weaker. Indications point to a steady market for white lead and no change in prices either way in the meantime.

Glass.—The discount on the new pane list has not been fixed but may be issued any time. Stocks of sheet glass are getting low and supplies are becoming scarce. Business is quiet and the situation unchanged and a scarcity of this material is already being experienced.

Dry Colors.—There is no improvement in the situation as regards dry colours. Prices keep advancing and deliveries are slow owing to the scarcity of raw materials. Greens and blues are very scarce and yellows have recently advanced.

Putty.—The situation is unchanged. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25
Pure putty, 70c per 100 lbs. advance.	

Here is just what you have been looking for.

The Merchant who would walk before he runs and wants a *trial trip* with

“China-Lac”

will find the following small assortment sell outright, start enquiries, increase demand, and if we are not mistaken, tone up the whole paint department for Spring business.

“China-Lac” Assortment

No. 1

Name of Stain.	No. 1 Wine Qt.	No. 2 Wine Pt.	No. 3 Wine $\frac{1}{2}$ Pt.	No. 4 Wine $\frac{1}{4}$ Pt.	No. 5
Natural	1	2	3	3	..
Light Oak	1	2	3	2	..
Golden Oak	1	2	3	3	..
Walnut	1	2	3	3	..
Cherry	2	1	3	3	..
Rosewood .....	..	1	2	2	..
Gloss Black .....	..	1	2	2	..
Flat Black .....	..	1	2	2	..
Ox Blood .....	..	1	2	2	..
Gloss White .....	..	1	2	2	..
Flat White .....	..	1	2	2	..
Ground	1	2	3	2	..
Green .....	..	1	2	2	..
Mahogany	1	2	3	2	..
Aluminum .....	..	..	..	..	3
Gold .....	..	..	..	..	3
	6	21	35	32	6

This assortment includes sufficient advertising matter to push these goods in your store and window.

If you prefer a larger assortment, order either our No. 2 or No. 3a. Full information about all of these will be sent on request.

Send your order in to-day and have the goods go forward at once.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb..... 69
Pattern, lb..... 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40-2½% off; 22 Short Smokeless, 50-2½% off; 22 Long Rifle Lesmok and Smokeless, 30-2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½-5% off; all other R. F. Short Cartridges, 20-15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20-5%; Arrow, 25-10%. Ball caps, B.B. Caps, \$2.30 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 32 Short, \$3.77 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38 STW., \$10.45 net. "Dominion" R. B. Caps, 45 and other blanks, 10% less than ball.

5%; C. B. Caps, 40 and 2¼%; 22 short, black, 40 and 2¼; 22 short, smokeless, 50 and 2¼; 22 long, black, 40 and 2¼; 22 long, smokeless, 40 and 2¼; 22 long, rifle, black, 30 and 2¼; 22 long, rifle, smokeless, 30 and 2¼; other R. F. ball, 35 and 2¼; other R. F. ball, 35 and 2¼; R. F. shot, 35 and 2¼; Pistol and rifle ball, 5 and 2¼; Pistol and rifle shot, 5 and 2¼; military and sporting, advance 10%; Primers, 2¼; brass shot shells, 45%; "Winchester" R. B. Caps, \$2.95 M. net; C. B. Caps, \$3.08 M. net; 22 short, black and Lesmok, 30%; 22 short, smokeless, 40%; 22 long, black and Lesmok, 30%; 22 long, smokeless, 30%; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle Shot, adv. 15½; Pistol and Rifle Shot, 4; Military and Sporting, adv. 26½; Primers, \$2.47½ net; Brass Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 65%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBIT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11c to 60c lb. Thomas Robertson & Co., Ltd. — No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 11c to 60c pound.

Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Faultless "A," No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, \$1.54; No. 1, 14c; No. 2, 12½c; No. 3, 11½c.

BELTING (Leather).

Extra, 40 and 10%. Standard, 50%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

RENZINE.. Montreal Toronto Single bbls., gal... 0 32½ 0 31½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 47½%. Carriage Bolts (\$1), list, 7-16 in., 32½%.

Machine Bolts, ¾ in. dia. and smaller, 47½%.

Machine Bolts, 7-16 in. dia. and larger, 37½%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 37½%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 32½%.

Coach and Lag Screws, 55%.

Sink Bolts, 60%.

Square Head Blank Bolts, 37½%.

Bolt Ends, 37½%.

Plow Bolts, 37½%.

Elevator Bolts, 37½%.

Fancy Head Bolts, 30%.

Shaft Bolts (\$3 list), 30%.

Ston Bolts, large head (\$3) list, 30%.

Whiffletree Bolts, 30%.

Nuts, square, 2½c off list.

Nuts, hexagon, 2½c off list.

Stove Rods, per lb., 8c.

Stove Bolts, 55%.

Tire Bolts, 55%.

BORAX
Lump, Crystal Borax, lb., 0 07½

BRASS, Per lb.
Springs, sheets, 8" wide, up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded... \$7 50
30-gal. Standard, riveted... 7 75
30-gal. extra heavy 11 00

BOARDS, BAKE.

Per doz.
No. 1—18" x 24" 6 60
No. 2—18" x 28" 7 20
No. 3—20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 30

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony	\$1 75	
Crown	3 55	
Dandy	3 75	
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King	4 25	
Victor (Glass)	4 25	
Jubilee	4 25	
Diam'd King (Glass)	4 50	
Western King		4 00
(Enamel)		1 25
Wood, double faced.		
Subject to small discounts for quantities.		

BRUSHES.

Weighted, 15 lbs., per doz. 15 26
Weighted, 20 lbs., per doz. 17 62
Weighted, 25 lbs., per doz. 21 26

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.

Railway cans, 40%.

Hands, delivery and creamery cans, 25%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, net.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85

Portland, per bbl. carload lots, f.o.b. Toronto.. 1 50 1 50

White Bros. English.. 2 00 2 05

"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00

Fire brick, English .. 17 00 21 00

Fire brick, Mm., low, 23 00 25 00

Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00

6 lb. tins, per doz., lb. 0 05

25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.).. 0 25

Cement (in 5 and 10 gals.).. 0 23

Cement (in 2 gals.)..... 0 30

Cement (in 1 gal.)..... 0 35

CHALK.

Charpenter, per gross.. 0 65 0 80

Charpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross 0 20

Charpenter, white, gr. 0 65

Charpenter, blue, gr. 0 80

Charpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20

Bevel edge, 1 inch, doz. 2 50

Common cold, ½, \$1.25; ¾, \$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼, \$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16, \$6.55; ½, \$6.35; 9-16, \$6.35; ¾, \$6.20; ¾, \$6.10; ¾, \$5.95; 1, \$5.80.

Electric Weld Coil Chain—B.D.

3-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Kergus, London and St. Marys, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in. 47 50 46 00

rain sheets, 14 oz., 14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned, 14x60, 14 oz. 55 00 54 00

Copper sheet, planished, 14x60 base 58 00 57 00

Braziers' in sheets, 6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½

No. 7, lb. 0 32½

No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50

Revised coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4;

Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES.

Montreal
Ordinary, 52 sheets 4 50

All bright, 52 sheets 6 30

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box

1C, 14x20 base \$ 8 00

1X, 14x20 base 9 00

1XX, 14x20 base 10 25

1XXX, 14x20 base 10 25

Raven and Murex Grades—

1C, 14x20 base 5 50

1X, 14x20 base 6 50

1XX, 14x20 base 7 50

1XXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

1C, 14x20 base 6 75

1X, 14x20 base 7 75

1XX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—

1 C, 20 x 28, 112 sheets, 216 lbs..

\$10; 200 lbs., \$10.25.

COKE, BRIGHT.

Bessemer Steel—

10x14x20 base 6 50

20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80

Look Out 1 00

Big Ben, each 2 10

Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.

Wood Drills, 20%.

Straight Shank Drills, 45%.

MADE IN CANADA



**3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE**

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

**RAMSAY'S
PAINT**

THE COMPLETE LINE
"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting. Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to. Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.

Montreal
48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.



**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00
1 X, 14 x 20 base	8 25
1 X X, 14 x 20 base	9 50

FILES AND RASPS. Per cent.	
Great Western, American	.65 10
Kearney & Foot, Arcade	.65 10
J. Barton Smith Eagle	.65 10
Disston Brand	.65 5
McClellan Globe	.65 10
Black Diamond	.55 55
Delta Files	.55 10
Nicholson	.55 55
Globe	.65 10
Vulcan Brand	.65 10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 5%; flanged unions, 60%; malleable bushings, 60 and 5%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60 and 5%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 75%.

FIXTURES, STALL. Doz.	
Hollow and pressed steel	0 75
Sold	1 20
Special Stall Fixture, 40%.	

FRAMED MIRRORS. Doz.	
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.	
Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Toronto.	
Any quantity, in bbls.	32
Drums, 40-gal., per gal.	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.	
Over 40 lbs. and 2 in. thick	1 45
Smaller sizes extra.	

HALTERS (SNAP AND RING)

Doz.	
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)	
7-16 in., \$13.50; ¼-in., \$16.80;	
¾-in., \$21.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 55
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00
Second growth ash, fork and shovel handles, 35 per cent.	
Extra ash fork, hoe, rake and shovel handles, 35 per cent.	

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory can hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.	
Zenith	9 00
Atlas, steel covered	\$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King Hangers,	
doz. sets	6 40
Storm King and safe-	
ty hangers	5 75
Storm King rail	4 10
Crown	4 85
Crescent	7 25
Sovereign	6 50
Chicago Friction, Oscillating	
and Big Twin Hangers, 5 per	
cent.	
Steel track, 1 x 3-16 in.	
(100 ft.)	\$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Samson Samson	
Per doz.	Shingle Claw
No. 1	7 20 8 25
No. 2	7 80 8 50

HINGES, TEE AND STRAP

Net Prices			
Heavy	Strap	Tee	
4 in., doz. prs.	\$1 37	\$1 16	
5 in., doz. prs.	1 66	1 45	
6 in., doz. prs.	1 81	1 63	
8 in., doz. prs.	2 46	1 85	
10 in., doz. prs.	4 35	3 33	
12 in., doz. prs.	5 40	5 25	
14 in., doz. prs.	6 16	5 36	

London price figured net at 27½%.

Light.		
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	2 34	

Heavy tee and strap discount, 27%.

Light tee and strap discount, 50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. 5 50

Over 14 in., per 100 lbs. 4 90

Larger 4 60

Extra hooks for above, ¾ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$9.75; No. 50, \$24; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000) 45 per cent.

Garden City fire house hinges, 12¼ per cent.

"Chief" floor hinge, 50 per cent.

Hoes, Grub, 3¼-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS

Canadian English Fox

No. 2, per doz. 2 00 3 60

No. 3, per doz. 2 10 4 10

No. 4, per doz. 2 20 4 00

No. 5, per doz. 2 40

HORSESHOES

Montreal

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.20;

No. 1 and smaller, \$4.45; show pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.70; "X.L." steel shoes, new light pattern, 1

to 6. No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel

shoes, feather weight, pattern, a'l sizes. No. 0 to 4, \$6.05; special

countersunk steel, all sizes, 0-4, \$6.55; toe weight steel shoes, all

sizes, No. 1 to 4, \$7.05.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp"

No. 1 and smaller, \$1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½
Less 5 per cent. for full reels, 500 ft.	
Cable, 70 per cent.	
Leader, 60 and 10 per cent.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal Toronto	
Angles, base 3 50	3 50
Common bar, per 100 lbs.	2 65 3 00
Refined iron, per 100 lbs.	2 90 3 25
Horseshoe iron, per 100 lbs.	2 90 3 00
Norway iron	6 50 5 50
Mild steel	3 05 3 00
Band steel	3 05 3 50
Sleigh shoe steel	3 05 3 00
Domestic	3 05 3 00
Reeled machinery steel	4 50 4 50
Tire steel	3 15 3 15
Toe calk steel	3 95 3 95
Mining tool steel, per lb.	0 09½ 0 10
Cammell Laird, lb.	0 18
Sheet, cast steel, lb.	0 15 0 20
Black Diamond tool steel, per lb.	0 09½ 0 11
Silver tool steel, lb.	0 17½ 0 18
Spring steel	4 00 4 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
¾ to 1-16	0 05½
¾ to 1 7-16	0 05½
2 to 3	0 05
List, plus 40 per cent.	

IRON, TINNED.

72x30 up to 24 gauge, case lots	\$13 25
72x30, 26 gauge, case lots	13 75
Less than case, 25c per 100 lbs extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japan- ned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 45
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)	
Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	\$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 26 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS

Per doz	
No. 0 Tubular Hot Blast Comet, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.	
Banner Buggy	\$10 40
Banner Junior	5 00
Climax	5 00
Trullite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25

Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00
Less 5c a doz. in 6 doz. lots.	

LATHS (METAL) Per sq. yd.

26-gauge, pat'd metal lath	0 13
24-gauge, pat'd metal lath	0 15
23-gauge, pat'd metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.	
Lead Wool, 13c lb.	
Sheets, 3 lbs. sq. ft. 12 50	13 00
Sheets, 3½ lbs. sq. ft. 12 25	12 50
Sheets, 4 to 6 lbs. sq. ft.	12 00 12 25
Cut sheets, ½c per lb. extra.	
Cut sheets to size, 1c per lb extra.	

LINES, PLOUGH

Russian hemp, \$3.80 doz. pair.

Bleached flax, \$5.75 doz. pair.

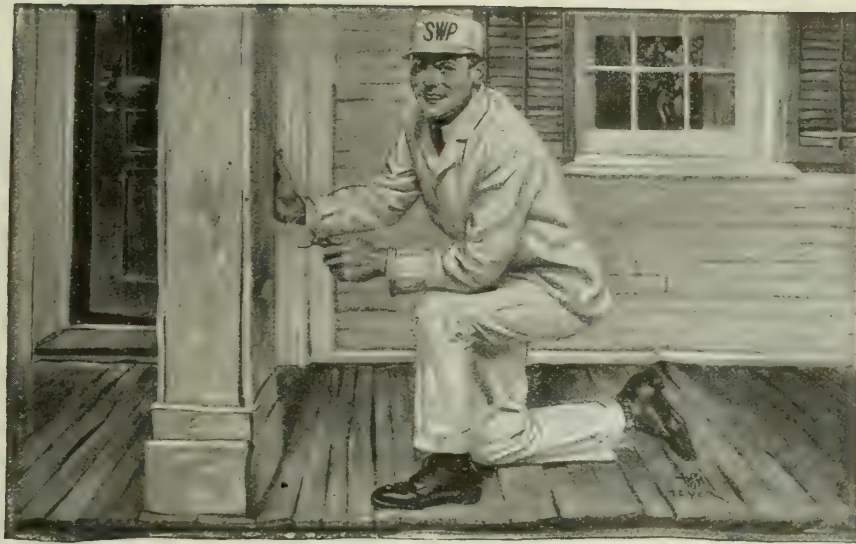
MACHINES (WASHING)

List Each	
Canadian	\$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	18 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	9 00
Blue Bell, without stand	9 00
Puritan Warter Motor, com- Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	15 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50
Canada First	11 00
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	

NET

Stephenson Washers	\$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	14 40
B.T. Cyclone	6 25
B.T. Cyclone Water Motor	12 80
B.T. Vollmar, No. 2	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven	22 00
Forest City, electric	48 00

MALLETS



PAINTING TIME IS HERE

The demand for paint is now starting. The only way to get your share of this business is to have the stock.

Let us assist you in getting more business. Send us a list of your prospective buyers and we will bring business to your store by our

PERSONAL LETTERS TO YOUR CUSTOMERS

S.W. P.

is wanted and now is the time to see that your stocks can take care of the demand. Do not let yourself run low in any color, or someone else will get the orders.

Write now for what you require, for to-morrow you may lose a sale.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,
Toronto, \$3.65 base; Montreal,
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.

Cut nails - Montreal, \$3.40;
Toronto, \$3.20; London, \$3.20.

Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33 1-3 p.c.

Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90. Montreal base.

Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/4-inch		\$4 10
No. 4, 1 1/2-inch		3 80
No. 5, 1 11/16		3 25
No. 6, 2 1/4		3 00
No. 7, 2 5/16		2 85
No. 8, 2 1/2		2 75
No. 9, 2 11/16		2 65
No. 10, 2 3/4		2 55
No. 11, 3 1/16		2 45
No. 12, 3 3/8		2 48

London, Hamilton, Montreal,
Toronto.

Less 10 per cent.

NETTING, POULTRY

Discount, 20 p.c. on 1 in. and 2

in. mesh only. Other prices

withdrawn.

Montreal, 20%; Toronto, 25%;
London, 30%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	
OAKUM	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

Can. prime white	
petrol	0 14 0 13 1/2
Royalite	0 14 0 13 1/2
Palatine	0 17 1/2 0 17
Castor Oil, per lb.	0 45 0 33
Black Oil (Summer)	0 14 1/2 0 12 1/2
Black Oil (Winter)	0 12 1/2 0 13 1/2
Cylinder Green	0 35 0 35
Paraffine	0 24 0 22
XXX Machine	0 25 1/2 0 21

OLD MATERIALS

Tea lead, pack, 6 1/4 lb.	
Tea lead, chest, 6 1/4 lb.	
Lead (heavy), pipe, etc., 7 1/4 lb.	
Brass, heavy, 16 1/4 lb.	
Brass, light, 12 lb.	
Zinc, heavy, 15 lb.	
Copper, heavy, 22 lb.	
Old cast iron, \$14.75 per ton.	
Wrought iron, No. 1, \$15.75 ton.	
Wrought iron, No. 2, \$10.50 ton.	
Stove plate, \$10.50 per ton.	
Mach. compos., No. 1, 17 lb.	
Compos. turnings, No. 1, 15 lb.	
Rubbers, such as old rubber	
boots and shoes, according to	
trim, 7c to 8c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6 lb.; auto tires, etc., 4 1/2 c.;	
bicycle tires, 2 1/2 c.	

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1, per 400 ft. roll	0 71
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 38
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 50
Dry fibre, No. 1	0 59
Plain fibre, No. 2	0 47
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	3 50

Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 00

PAPER, EMERY

Emery paper and emery cloth,
25% B. and A. is 40 and 5%
off list.

PAPER, SAND

Sandpaper, sheets or rolls,
25% "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 3, 1913.

Buttweld	Black	Galv.
Size		
1/8 in.	\$ 3 00	\$ 4 50
1/4 in.	3 00	5 31
3/8 in.	3 83	5 91
1/2 in.	4 60	7 42
5/8 in.	6 80	10 97
1 1/4 in.	9 20	14 84
1 1/2 in.	11 00	17 74
2 in.	14 80	23 87
2 1/2 in.	23 40	37 73
3 in.	30 60	49 34
3 1/2 in.	36 80	59 34
4 in.	43 60	70 31

Lapweld

	Black	Galv.
2 in.	16 28	25 35
2 1/2 in.	23 99	38 32
3 in.	31 37	50 11
3 1/2 in.	37 72	60 26
4 in.	44 69	71 40
4 1/2 in.	54 61	87 00
5 in.	63 64	101 40
6 in.	82 56	131 50
7 in.	114 20	174 90
8 in. x 25 lbs. per ft.	120 00	183 80
8 in. x 25 lbs. per ft.	138 26	211 70
9 in. x 32 lbs. per ft.	165 60	253 60
10 in. x 32 lbs. per ft.	152 60	235 20
10 in. x 40 lbs. per ft.	197 80	302 80

Above prices f.o.b. Toronto.

Buttweld

Size	Black	Galv.
1/4 in.	\$ 3 00	\$ 4 50
1/2 in.	2 94	5 25
3/4 in.	3 74	5 82
1 in.	4 49	7 30
1 1/4 in.	6 63	10 80
1 1/2 in.	8 97	14 61
2 in.	10 73	17 46
2 1/2 in.	14 43	23 50
3 in.	22 82	37 15
3 1/2 in.	29 84	48 58
4 in.	35 88	58 42
4 1/2 in.	42 51	69 22

Lapweld

	Black	Galv.
2 in.	15 91	24 98
2 1/2 in.	23 40	37 73
3 in.	30 60	49 34
3 1/2 in.	36 80	59 34
4 in.	43 60	70 31
4 1/2 in.	53 34	85 73
5 in.	62 16	99 90
6 in.	80 64	129 60
7 in.	111 90	172 60
8 in. x 25 lbs. per ft.	117 50	181 30
8 in. x 25 lbs. per ft.	135 40	208 80
9 in.	162 20	250 10
10 in. x 32 lbs. per ft.	150 40	232 00
10 in. x 40 lbs. per ft.	193 60	298 76

Montreal and Eastern List.

All prices being revised.

PIPE (LEAD)

Lead pipe, \$14.

Lead waste pipe, \$15.

Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe

up to 6-inch, 65%.

7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 40
3 inch, in 10-ft. lengths	5 34
4 inch, in 10-ft. lengths	7 04

5 inch, in 10-ft. lengths	9 63
6 inch, in 10-ft. lengths	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London	2 25
-------------------------	------

PLANES

Wood bench, Can., 15 per cent.

Wood, fancy, 15 per cent.

Button's, genuine, 37 1/2 to 40

per cent.

PLATES (BOILER)

Montreal Tor into

Plates, 1/4 to 1/2 inch,

per 100 lbs. 2 75 3 75

Heads, per 100 lbs. 4 00 4 00

Tank plates, 3-16 in. 4 05 4 50

PLUGS (METAL)

Painted wall plugs, per

1,000 \$20 00

Galv. wall plugs, per 1,000. 23 00

POLISH

O-Cedar, 4 oz. bottles \$2 00

O-Cedar, 12-oz. bottles 4 00

O-Cedar, 1-qt. can 10 00

O-Cedar, 1/2-gal. cans 16 00

O-Cedar, 1 gal. cans 24 00

PUMPS

B.T. Pump, No. 1, net \$3 30

B.T. Pump, No. 2, net 4 00

B.T. Pump, No. 3, net 6 00

B.T. Pump, No. 4, net 7 50

B.T. Pump, No. 5, net 8 00

B.T. Pump, No. 6, net 9 00

B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,

42 1/2%.

Iron burrs, 42 1/2%.

Copper rivets, usual proportion

of burrs, add 30 p.c.; burrs, add

50 p.c.

Extras on Coppered Rivets, 1/2-

lb. packages, 1c per lb.; 3/4-lb.

pkgs., 2c lb.

Coppered Rivets, net extras,

2 1/2c per lb.

ROOFING

Per roll

Tarred felt, per 100 lbs. 3 25

2 ply R.R. 1 05

3 ply R.R. 1 30

2 ply R.R., complete in roll 1 55

3 ply R.R., complete in roll 1 70

Carpet felt 3 75

Samson, 1-ply, roll 1 60

Samson, 2-ply, roll 2 15

Samson, 3-ply, roll 2 65

Comet, 1-ply 1 00

Pluvius, 1-ply 1 25

Pluvius, 2-ply 1 65

Colborne Crown, 1 ply 1 20

Colborne Crown, 2 ply 1 45

Colborne Crown, 3 ply 1 75

Compo Certainted, 1 ply 1 40

Compo certainted, 2 ply 1 75

Compo certainted, 3 ply 2 10

Excello, 1-ply 1 60

Excello, 2-ply 2 00

Excello, 3-ply 2 50

Jewel, 1-ply 1 10

Jewel, 2-ply 1 40

Jewel, 3-ply 1 75

Steel weigh beams 20 p.c.

Gurney Standard 25 p.c.

Fairbanks Standard Scales 25 p.c.

Crown Even Balance 40 p.c.

Richelieu Union Scale 40 p.c.

Dominion Plates Scales, 40 p.c.

Net prices on Champion scales

are as follows:

Champion, 4-lb., \$3, plus 20-

for stamping. Champion 10-lb.

\$4.50 plus 40c for stamping.

Champion 240-lb., \$6.60 plus 50c

for stamping. Champion 600-lb.

\$16.80 plus \$1 for stamping

Champion 1200-lb., \$19.80, plus \$1

for stamping. Champion 2000-lb.,

\$26.40, plus \$1 for stamping

Champion 2000-lb. with drop

lever, \$31.20, plus \$1 for stamp-

ing.

SCRAPERS

Doz

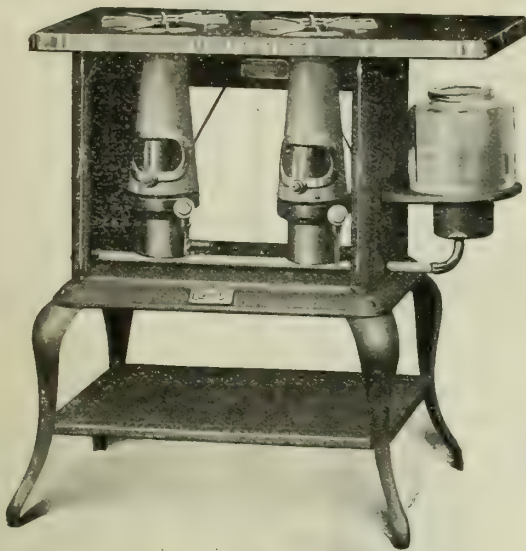
Medium \$2 15

Heavy 3 60

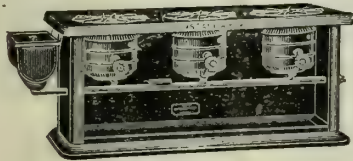
SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and

round head, brass, net; Fillis-



The New Process



The Standard

DAVIDSON'S FOR Gasoline and Oil Stoves

The New Process Blue Flame Oil Stove can be supplied in the two or three-burner style, with long or short chimney.

These stoves are equipped with glass tanks. They require very little care and attention and are guaranteed as to their efficiency.

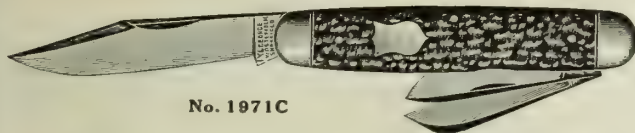
They consume a minimum amount of fuel.

Standard Wickless Blue Flame Oil Stoves

An inexpensive stove, simple and easy to operate. Produces a Smokeless Blue Flame of intense heat.

Made in one, two and three-burner style.

The Thos. Davidson Manufacturing Company, Limited
Toronto MONTREAL Winnipeg



No. 1971C



No. 1975



No. 611



No. 1945

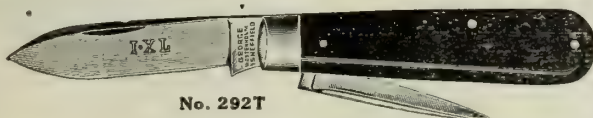
CELEBRATED I·XL CUTLERY

MANUFACTURED BY
GEO. WOSTENHOLM & SON
SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.



No. 292T



No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st	2nd	4th
Shovels 50	45	25%
Socket sc'ps, 40 and 5	35 and 5	
Rivet scoops, 35 and 7 1/2		
Drain tools, 50%		
Hollow backs and sand, 1st, 50%		
and 4th, 35%		

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES

Per square
Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24. \$3.40; 18x30, \$3.70.

*NAPS Harness, 25 per cent.

*OLDER Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR.

Guaranteed	0 31 1/2
Strictly	0 29
Commercial	0 27

SOLDER, WIPING.

Star extra	0 28 1/2
Easy	0 27 1/2
Acme	0 26

*SPELTER. See weekly report.

SPOUTS

Warner Malleable Winged Shank, per 1,000 \$18 00

***TABLES**

Per cwt
Montreal Toronto and London
Fence staples, galv., in kegs 4 80
Fence staples, galv., 25 lb. boxes 5 05
Fence staples, bright, in kegs 3 95
Fence staples, bright, in 25-lb. boxes 4 20
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

***SWEEPERS, CARPET Bissell's**

Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bearing	32 00
Parlor	35 00

***SWINGS**

Baby, 2-passenger, each	\$2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 50
Stratford, 4-passenger, each	6 00
Boys Gliding Settees with awning, each	13 50
Without awning, each	9 00

TACKS

Strawberry box tacks, bulk; cheese box tacks, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, bulk; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, bulk, in doz. only; cut tacks, 1/4 cut tacks, bulk and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, bulk and tinned, bulk; Swedes gimp, bulk, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount, 75 and 10%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blue; clout nails, tinned; chair nails; cigar box nails; pat-

ent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in doz. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount, 75 and 10%.

***HOE FINDERS' LIST**

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

***TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz.	3 60
Ass skin, No. 714, 66 ft., doz.	4 75
Linen, No. 404, 66 ft., each	1 35
Metallic, No. 603, 50 ft., ea.	1 60
Challenge steel, No. 263, 50 ft., each	3 45
Reliable Jr., No. 103, 50 ft. 3 25	

***TIES (METAL)**

Galv. wall ties, per 1,000... \$5 00
Painted wall ties, per 1,000... 5 00

***TIES, COW**

Open Ring, Closed Ring, 40 and 5%.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

*TIN See weekly report.

***TINNERS' TRIMMINGS**

Discount, 40%.

Plain, 70%.

Re-turned, 70%.

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and 5%.

***TROUGH (EAVE)**

O. G. Square bead and half round	
Size in girth	Per 100 feet
8 in.	\$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80
12 cents extra for round head.	

***TRACK**

B.T. Double Angle .12 & 10c ft.

B.T. Double T. 11c ft.

***TRESTLES**

6 ft., each \$1.50	14 ft., each \$4.20
8 ft., each	2.00 16 ft., each 4.80
10 ft., each	2.50 18 ft., each 5.40
12 ft., each	3.60 20 ft., each 6.00

***TWINE (Binder)**

500 ft., per lb.	0 13
600 ft., per lb.	0 12
500 ft., per lb.	0 10 1/2
500 ft., per lb.	0 09 1/2
5-ton lots, 1/4c per lb. allowance.	
10-ton lots, 1/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.

***TUBES**

5-ply and up	0 27
4-ply	0 26 1/2
3-ply	0 25

***TUBES**

100 ft., 1 1/2 in.	12 70
100 ft., 2 in.	12 50
100 ft., 2 1/4 in.	13 30
100 ft., 2 1/2 in.	15 95
100 ft., 3 in.	17 50
100 ft., 3 1/2 in.	23 00
100 ft., 4 in.	28 00

***TUBS**

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

***HERCULES**

No. 4	12 40
No. 5	13 83
No. 6	15 40

***Common Galvanized**

No. 0, doz.	8 33
No. 1, doz.	11 16
No. 2, doz.	12 15
No. 3, doz.	13 86

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2 and 3 2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00
Less 15 p.c. Ont., \$20.00 lots.	

VALVES, ETC.

Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work bibs, 58%; No. 0 basin cocks, 58%; and 1 and 2 basin cocks, 53%; bath cocks, 64%.

Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 35%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57 1/2%; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.

Copper tea and coffee pots, 15%.

Copper boiler and tea kettle pitta, net.

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White ware, 70%.
Colonial, 60 per cent.
Premier, 40, 10 per cent.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 30 and 10% off.

Enameled street signs, on application.

WARE, GALVANIZED.

Differin pattern pails, 10%.

English pattern, 10%.

Galvanized washtubs, 10%.

Galvanized coal hods, list.

Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.

10-qt. flaring sap buckets, 25%.

10 and 14-qt. flaring pails, 25%.

Copper bottom tea kettles and boilers, list.

Coal hods, 25%.

WARE, STAMPED Plain, 70%.

Retinned, 66 2-3%.

Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 30%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, 1/2 lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS Horse, 3 1/4 lb.

***WHEELBARROWS.**

Navy, steel wheel, doz. 26 25

Garden, steel wheel, doz. 39 60

Light garden, per doz. 30 00

Heavy garden, L-slide. 36 30

Heavy farm, solid side. 39 60

***WHIFFLETREES**

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per doz. 8 75

Tubular steel, 36 ins., per doz. 9 75

Tubular steel neckyokes, 36 inches, per doz. 12 00

Tubular steel doubletrees, 40 inches, per doz. 12 50

Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

WIRE, CUT HAY BALING

No. 9, \$3.95; No. 10, \$4; No. 11, \$4.10; No. 12 and 13, \$4.20; No. 13 1/2, \$4.30; No. 14, \$4.50; No. 15, \$4.75.

F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70

6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5; No. 19, \$5.25.

F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19, \$3.75.

No. 17, 7-strand, \$5.55; No. 18, 6-strand, \$4.00; No. 19, 6-strand, \$3.25. In 50 and 100-ft. coils; No. 18, 6-strand, \$3.95 in 1,000 feet

coils, including rec'ds. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL

Discounts 15 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, \$3.65; No. 14, \$2.70; No. 15, \$3.80.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$3.75 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and papering, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls \$2 per 100 sq. ft.; in 50-ft. rolls, \$2.05 per 100 sq. ft.

Bronze screens, 9c sq. ft.

Cut lengths, 10c sq. ft.

WIRE (FENCE)

Per cwt. Toronto and London Montreal

Barb 3 85 4 50

No. 9, coil spring. 3 55 4 45

No. 9, plain galv. 2 50 4 40

No. 12, plain galv. 3 65 4 55

No. 13, plain galv. 3 75 4 65

O. & A., No. 10 3 75

O. & A., No. 11 3 97

D. & A., No. 12 4 05

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 3/8, \$7.25; 1 in., \$21.

Black, 1st grade, 6 strands, 19 wires, 3/8, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

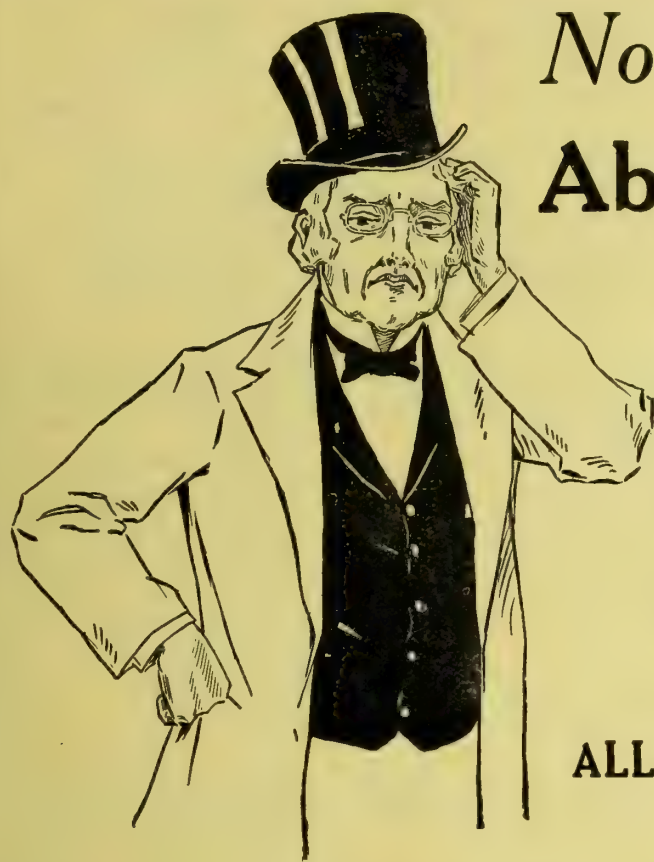
Single Loop— Per cwt.

No. 12 \$ 4 05

No. 13 4 15

No. 13 1/2 4 20

No. 14 4



*No Need to Worry
About Dry Colors*

ORDER MUNRO'S

Reds, Greens, Yellows,
Blues and Paris Green

ALLAN MUNRO COLOR CO., Limited
MONTREAL

Keep these saws where
men can see them and you
will sell cross-cuts because
the Lumber Jack knows
which is the easiest and
fastest cutting saw.



**MADE IN
MONTREAL**

SIMONDS

**CRESCENT GROUND
CROSS-CUT SAWS**

Write for Catalog and Discounts
Simonds Canada Saw Co.
LIMITED

St. Remi Street and Acorn Avenue
Montreal, Que.

Vancouver, B. C.

St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Dropt black, pure dry 0 20
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins. 0 13
pure 0 17
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. tins. 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustr 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel BB 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French medal 0 16
English common sheet 0 15
English prima 0 17
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 15
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags. 0 35
Gelatin, 112 lb. bags. 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)
Size United Inches Star Diamond
Under 25 \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00

Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS Country Base Price

United Inches	Star	Double Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85		22 35
86 to 90		24 35
91 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:

City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' 13 80 13 95

Crown and Anchor. 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White 13 80 13 95

Lead 13 80 13 95

O.P.W. Decorators' 13 80 13 95

Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect. 13 35 13 50

Ramsay's Pure 13 80 13 95

Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (In quarts)

Brandram-Henderson's "Eng-

lish," white 2 65

"English," ordinary colors. 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Elephant 2 35

Freestone, white 2 50

Freestone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and An-

chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 65

Minerva, ordinary colors. 2 50

Mellotone, white 2 50

Mellotone, colors 2 40

Lowe Bros. Hard Drying

Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint,

(Wpg.) 2 25

Stephens' Floor Paint

(Wpg.) 1 95

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN

Mun. C.P. Ber-

ro's Co. gers

600-lb. bbls. 38¼ 38¼ 39½

250-lb. kegs. 29 39 39¾

100-lb. drums. 40 40 40¾

50-lb. drums. 40 40 40¾

25-lb. drums. 40¼ 40¼ 41

1-lb. 100s. 42¼ 42¼ 43

½-lb. 100s. 44¼ 44¼ 45

1-lb. 100s. 43¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton

and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

½ Barrels 0 06½

Barrels 0 06

PUTTY

Standard

Montreal Toronto

Bulk, in casks 2 55 2 65

Bulk, 100-lb. drums. 2 15 2 85

Bulk, 25-lb. drums. 2 85 2 95

Bladders, in bbls. 3 15 3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange,

35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B. \$3 00

STAINS

Gal.

Oil and Spirit, Berry Bros. \$2 75

Water Stains, Berry Bros. 1 05

Berrycraft, stain finish 2 80

Creo-lac 0 15

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES Per gal. cans

Brandram-Henderson, Ltd.,

"Gold Medal" 1 80

Copaline Varnish 2 25

C.P. Co's Sun Varnish 2 25

Depend on Light Hard Oil

Finish 1 55

Dulcloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish. 2 65

"Dreadnought" varnish

(gloss) 1 90

"Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil fin-

ish 1 20

"Dreadnought" interior var-

nish 1 20

"Dreadnought" terebene

dryer 1 60

"Dreadnought" bronzing li-

quid 1 05

Elastic Oak 1 70

Elastic Interior 2 80

Elastic Exterior 3 00

Elastic Excello 2 00

Everlastic (Floor) 2 30

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing. 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Lux

All Varnishes Look Alike

before they are applied—the difference is seen in the appearance of the work and the wearing properties.

Dougall Transparent Wood Finish

may cost a little more by the gallon—but it comes less by the job because of its wonderful covering power. It gives a most beautiful finish and is extremely durable.

YOU SHOULD KEEP IT IN STOCK.

The Dougall Varnish Co., Limited - Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3 lbs., \$8.25; 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BAR IRON

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.10 per lb.;
cut, \$1.25 per lb.; rawhide, sides,
\$1.05; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
42½ p.c.; 7-16 and larger, 27½
p.c.; machine, ¾ and under,
42½ p.c.; 7-16 and over, 32½ p.c.;
machine set screws, 55 p.c.;
plough bolts, 32½ p.c.; nuts,
small lots, net list; case lots, 2½¢
per lb. off; stove bolts, 70 p.c.;
bolts, 65%; tire bolts, 45%;
sleigh shoe bolts to ¾, 37½%;
7-16 and up, 32½%.
Above prices under revision.
See weekly report.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 66 to 90c per roll, ac-
cording to quality; plain, 44 to
76c; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN

Coil, 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.40; No. 1,
\$5.40; No. 2, \$6; No. 3, \$6.60; No.
4, \$7.80 each.

CLEAVISES, MALL. 7½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
46c per lb. Tinned, 30c; Braziers'
soft copper, 10-24ft., 26c; 27½¢.
Soldering irons, 55c base.

DRILLS

Bit stock, 55 p.c.; Blacksmith,
½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIXTURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14½¢ lb.; 125-lb.

kegs, 15½¢ lb.; 10-lb. jugs, \$1.85
each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES, Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 29½¢

per gal.; \$3.20 per case.

GALVANIZED WARE. Net list.

Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single Double
Up to 25 in.	6 25 9 00
26 to 40	6 75 10 00
41 to 50	8 25 11 25
51 to 60	8 75 12 00
61 to 70	9 25 12 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$1.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
95c; 5, \$1.30; 6, \$1.80; 8, \$2.90;
10, \$4.30; 12, \$6.55.

Corrugated Tee Hinges — 4,
\$1.15; 5, \$1.70; 6, \$2.15; 8, \$3.75;
10, \$5.25; 12, \$7.60.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBBS. Door, 307, \$1.25.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10½ oz. or 28 Eng.	7 70 7 25
28 Am. or 26 Eng.	7 50 7 00
26 Am. or 26 spec.	7 20 6 70
22 and 24	7 05 6 20
18 and 20	6 85 6 20
16 Am.	6 70 6 00
14 Am.	6 50 5 55

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain
 7 50 || No. 20, X-ray | 11 25 |
| No. 22, Dash-board | 10 00 |
| Trulite short, globe, doz. | 7 50 |

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1.05; boiled, per
gal., \$1.08.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.60
base; Winnipeg, \$4 base. Cut,
f.o.b. Winnipeg, \$4.

NAILS, HORSE

Capewell, 10 per cent. off list.
NETTING. Poultry, 40 per cent.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.
Hexagon, small lots, ¼¢ advance
over list; case lots, ¾¢ off list.

OIL CANS.

	Gal.	Tin varnized
½ gal., dome top....	\$2 14	\$...
1 gal., dome top....	2 81	4 25

2 gal., dome top 4 05 6 00
3 gal., dome top 5 20 8 65
5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 18½¢ gal.;
Royalite oil, 16c gal.; Palatine
oil, 18½¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½¢ gal.

DRY COLORS

Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3c; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4c
per lb. Red lead, kegs, \$15; 13c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.25; ¾, \$6.30; ½,
\$7.05; ¾, \$8.85; 1, \$13.10; 1¼,
\$17; 1½, \$20.30; 2, \$27.35; 2½,
\$45.10; 3, \$58.95.

IRON PIPE

Black, ¼, \$3.55; ¾, \$3.65; ½,
\$4.65; ¾, \$5.65; 1, \$8.35; 1¼,
\$10.80; 1½, \$12.95; 2, \$17.35; 2½,
\$28.65; 3, \$37.50; 3½, \$45.10; 4,
\$53.45; 4½, \$64.20; 5, \$74.95; 6,
\$97.20.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES

.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 3 25

25-lb. irons, per cwt. 3 50

1½-lb. tins 0 07

RIVETS AND BURRS

Iron rivets, 35 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14c base; pure Manila,
21½¢ base; British Manila, 17½¢
base; lath yarn, 13½¢ base;
African hemp, 17½¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

CASH BALANCES (Caldwell).

33 1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quota-
tions, making discounts in all
cases 5 per cent. less. All quota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
coach, 60%.

SHEET ZINC. Any lots, 30c.

	Black Steel Sheets.
10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50

26 gauge 4 60

28 gauge 4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10½¢ base; square tool
11½¢ base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 and 12 gauge, \$4.30; 14 and
16 gauge, \$4.25; 17 to 24 gauge,
\$4.50; 26 gauge, \$4.60; 28 gauge,
\$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

Per Box

20 x 28 L.C. 12 25

20 x 28 L.X. 14 50

Terne Plates 11 00

TURPENTINE

Per gal., barrel lots, 90c.

VICES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25¢+75¢; full
boxes, iron, 20¢+75¢.

WHITE LEAD

5-ton lots, \$11.90; ton lots,
\$12.30.

WIRE, BARB

Lyman 4-point, \$3.55 f.o.b. Fort
William, \$3.80 Winnipeg; Glidden
Cattle, 2 pt., \$3.40 Fort William,
\$3.65 Winnipeg; Baker 2 pt.,
\$3.35 Fort William, \$3.60 Winni-
peg; Winnipeg, \$2.85; plain twist,
per cwt., Fort William, \$3.25;
Winnipeg, \$4.55; coil spring, No.
9, Fort William, \$3.80; Winnipeg,
\$4.10; coil spring, No. 12, Fort
William, \$4.00; Winnipeg, \$4.30;
Plain galvanized, No. 9, \$3.75
Fort William, \$4.05 Winnipeg;
No. 12, \$3.95 Fort William, \$4.25
Winnipeg.

Pinked screen, in 100-ft. rolls,
\$2 per hundred sq. feet; in 50-
ft. rolls, \$2.10 per 100 sq. ft.

WIRE, PLAIN

\$3.10.
Bale ties, 14 gauge, single loop,
\$4.75 Winnipeg; \$4.35 Fort Wil-
liam.

Brass snare wire, per lb., 70c.



Stephens

House Paints, Floor Paints,
Barn Roof and Elevator Paints,
Structural Iron Paint, Silk-
stone Flat Wall Colors, In-
terior Enamels, Wa-ko-ver
Stains, Carriage Paints.

A line that assumes all-round satisfaction in
your paint department.

The quality and service of Stephens pro-
ducts have built a splendid reputation for
them in the West.

Our paints are made to withstand the ex-
tremes of the Canadian climate, and do so
efficiently. They have remarkable covering
capacity and are attractive until completely
worn out.

Sell Stephens Products and you make re-orders
double-sure.

Write us re our exclusive agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY
NETTING STAPLES**

WIRE

Bright, annealed, coppered stove pipe,
liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

BUFFALO BRAND



Oils, Lubricants and Specialties

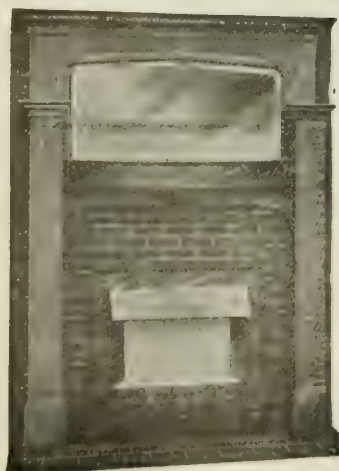
are

The **ONLY** Oils in Western Canada which
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer
in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has
your interests at heart, and protects you in this way.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



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Wire Cloth

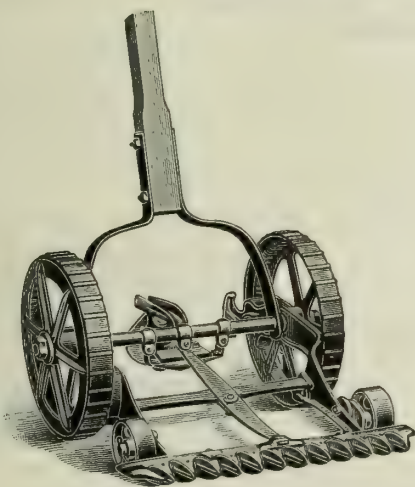
of every description



Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company
Hamilton, Ont.
Eastern Representative,
H. E. O. Bull, 184 Mance St., Montreal, Que.



The "Clipper" Mower

This Clipper Mower is built on the right principle. It will not kill the grass, as this mower does not touch the grass until it cuts it.

The cutter bar is directly in front of the wheels. The wheels on a "Clipper" will never roll down the grass, as do the wheels on other mowers. The small gauge wheels at the sides are set at the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground. In fact, we believe that this is the only lawn mower for you to sell.

Write for information and prices and learn about our exclusive territory to dealers.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS



SIMMS
SET IN RUBBER

BRUSHES

GUARANTEED
FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our
jobbers on request.

T. S. SIMMS & CO.
LIMITED

ST. JOHN (FAIRVILLE), N.B.

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite-Prices Rite



Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business



WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEWYORK

SEYMOUR SHEARS

have been the Standard for over eighty years

**TAILOR SHEARS
TRIMMERS
BANKER SHEARS**



**BARBER SHEARS
LADIES' SCISSORS**



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
Canadian Agents.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Seals

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. LAMPLOUGH & CO.
Unity Bldg., Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

ASSIGNMENTS COLLECTIONS

Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Lightning Rods


for

**CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNES
ETC.**

ALL PURE COPPER.


Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.

We have a good agency proposition.



JOS. LEPROHON
408 Park La Fontaine. MONTREAL

Aylmer Superior Lever Force Pump



Made in 1½ and 2-inch. Fitted for hand use only. Six, eight and ten-inch stroke.

This style of lever is superior to the ordinary style. Having longer stroke the power is greater, making it work easier. The handle being wood, they are not so liable to break in frosty weather.

Base is adjustable, admitting of top being raised or lowered to any position desired.

A GOOD SELLER, IT PAYS TO HANDLE AYLMER PUMPS.

Aylmer Pump & Scale Co., Ltd.
Aylmer, Ontario

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

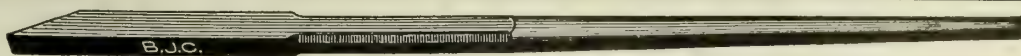
All Wholesale Dealers Sell Them

IF what you want isn't advertised in this issue, consult our Buyers' Directory, Page .

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

SPEC FY
DOMINION BRAND

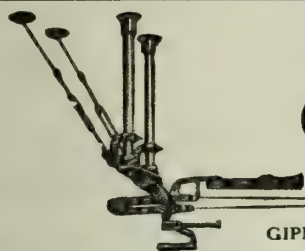
J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

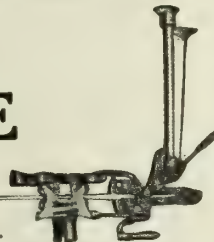
FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada



INSTALL Gipe-Hazard Carriers — Use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

SPRING TIME IS SWEEPING TIME—

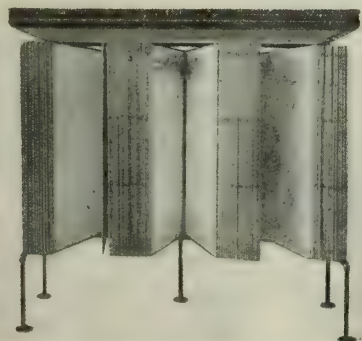
See that your stock of brooms is complete and of the right quality. Our line will be found to be excellent value—we would like to show you samples and to quote you prices.

AMERICAN BROOM WORKS, St. Basil de Portneuf, P.Q.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper

GOODS WELL DISPLAYED ARE HALF SOLD



Wall Paper Display Stand

Show Your Hardware on

Bel-Air Display Stands

Saves time, saves room and gives better satisfaction to customers. Sells Wall Paper without assistance. Will display all kinds of Hardware. Equally good for retail or wholesale.

Belair Tank and Tower Co., Limited
1835b Ontario St. E.
Montreal

BLUESTONE

98% pure. Barrels 450 lbs.

SULPHUR

99% pure. Bags 100 lbs.

ENGLISH GALVANIZED POULTRY NETTING

Size 1-in., all sizes 12-in. to 48-in.
Size 1/2-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

E. FIELDING & SON, 34 Front Street West
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Behind the Bolted Door?

by

ARTHUR E. McFARLANE

A gripping detective story starting in the May number of MacLean's Magazine.

It is full of mystery, tense with interest, alive with action, passing strange in plot and incident and baffling until the last paragraph of the last chapter.

Mr. McFarlane is a master-writer of detective stories. He is Canadian-born though he resides at present in New York, and places the bulk of his work with the large American publications.

This latest product of his pen is exceptional in every way. Dr. Laneham, the exponent of a new theory of crime detection, is the most unusual detective that has appeared since Sherlock Holmes.

If you want to enjoy thrills and excitement, and puzzle over mind-defying problems, get the May MacLean's, just out.

This number is one of pre-eminent interest for Canadians. It contains more stories and articles by the best known Canadian writers than any previous number of any Canadian periodical. In fact, **MacLean's** is the only home-made magazine in which the work of the really great Canadian-born writers appears. And the May number excels all previous issues of MacLean's in the strength and interest of its features and the length of its list of illustrious contributors. Here are some:

"Humor as I see It" Stephen Leacock
 "Speaking of Women" Nellie L. McClung
 "My Mate," a War Poem Robert W. Service
 "If Uncle Sam Went to War?" Agnes C. Laut
 Brief Statements on National Topics by N. W. Rowell, Sir Herbert Ames, C. C. James, James L. Hughes and J. P. Downey.

MACLEAN'S MAGAZINE

The MacLean Publishing Co.
 Limited

143-153 University Avenue, Toronto, Canada

Please send me a free sample copy of May issue of MACLEAN'S MAGAZINE.

Name

Address

Send for free sample copy



NEPONSET Paroid ROOFING

The far-sighted dealer knows that quality alone pays. When he sells PAROID ROOFING, he is repaid first by a good profit; second, by the satisfaction of his customer, which is an assurance of future business.

And the forceful advertising of PAROID ROOFING is a great help to selling it. If you have not already received one,

**Write for
Advertising
Campaign
Booklet**



BIRD & SON
Dept. V.
HAMILTON, ONT.

Warehouses in Winnipeg,
Calgary, Vancouver,
Montreal, St. John
Edmonton

The largest manufacturers of Roofings, Wall Boards and Roofing Felts in Canada.

Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

Agnes C. Laut

discusses what the effect on Canada would be "If Uncle Sam Goes to War."

Arthur E. McFarlane

begins an enthralling mystery story, "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

Robert W. Service

begins a new series of his virile poems—"My Mate"—written somewhere in France.

Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

MacLEAN'S MAGAZINE

is an all-Canadian magazine of surpassing interest to every true Canadian. It is its Canadian savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

In the May MACLEAN'S the BIG feature is McFarlane's story—

"Behind the Bolted Door?"

A mystery problem brilliantly solved

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

May Issue On Sale at all News Stands **15c.**

If interested, tear out this page and keep with letters to be answered.

LONDON

HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON Sales Agents CANADA

Manitoba, Bissett & Webb, Ltd., Winnipeg.

British Columbia, MacPherson &

Teetzel, Vancouver

BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK.

Sharratt & Newth's Glaziers' Diamonds

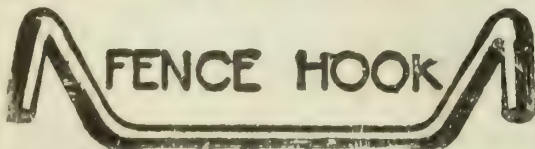
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: **A. RAMSAY & SON COMPANY, Montreal.**

GALVANIZED FENCE HOOK

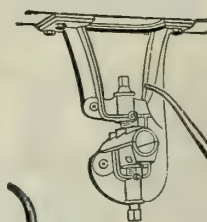
FOR FASTENING WOODEN PICKETS ON WIRE FENCES



FENCE HOOK

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.



**Convenience
Quickness
and Economy**
that fills a
long-felt want

THE "CANNON OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

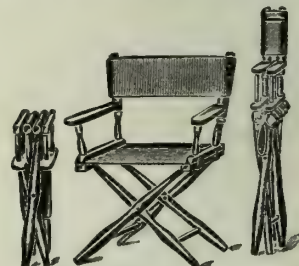
SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.



**R. E. BLOOMER
KEITHSBURG, ILL.**

PICKLES



**TENTS, TARPAULINS and
CAMP FURNITURE**

Write for 1916 Catalogue.

**J. PICKLES, 159 Portage Ave. E.
WINNIPEG**



A Sprayer with Many Uses

The improved nozzle will make a nice, fine, Misty Spray for spraying cattle, for lice or flies. Change the cap to suit the liquid. Will successfully apply white-wash. Fool-Proof Valve. Every Sprayer tested and guaranteed.

Write for catalog.

**The Collins
Mfg. Co.
TORONTO**

When writing
to advertisers
kindly mention
this paper



Time to Order FREEZERS

They are always in season. THE LIGHTNING, GEM or BLIZZARD in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.



Be sure to add the **LIGHTNING CHIPPER**. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.



The **Blizzard** being a single action Freezer, is cheaper in price and sells well with either the **Lightning** or **Gem**.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at **MONTREAL, TORONTO and HEAD OF LAKES.**

WIRE

If any advertisement interests you, tear it out now and place with letters to be answered.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hick-
ory, nicely finished.

All leading Jobbers stock
them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer
who knows that selling good pumps pays
in good-will.

McDougall Pumps
are well made, properly
fitted, good through and
through "Aremacdee"
Brand.

Every pump sold
stays sold and stays in
good order.

Metal Hand or Motor
Pumps — for Force or
Lift use — every size,
style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA



Tell Your Customers

to beautify their homes by fencing the lawn
and garden with Peerless Ornamental Fence.

YOUR success in the sale of fencing does not
depend so much on your sales ability as on
the fencing you sell. It's fence service—
not price—that brings you customers. Ours is a fence of ser-
vice—a fence of repeat orders. We have letters from dealers
all over the Dominion substantiating these statements.

PEERLESS Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag
In addition to galvanizing, every strand is given a coating
of zinc enamel paint, thus forming the best possible insurance
against rust. Peerless Ornamental Fence is made in several
styles. It's easy to erect, and holds its shape for years.

Send for free catalog. If interested, ask about our farm and poultry fencing.
Agents nearly everywhere. Agents wanted in open territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man. — Hamilton, Ont.

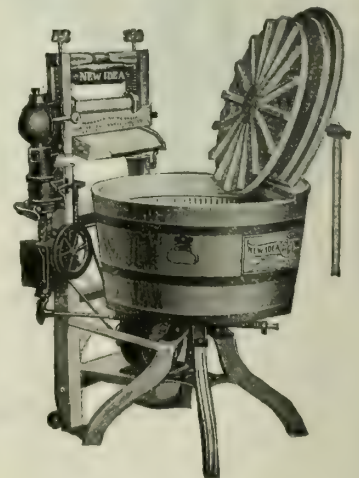
The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately.
All the operator has to do is attach it to an ordi-
nary light socket, turn the button, fill and empty
the machine. The
Wringer swings to
and works in any
position over a tub
or clothes basket.

It is very Simple,
Powerful, Noiseless
and Cleans thor-
oughly.

Can be furnished
without the Electric
Motor. Fitted with
pulley for Belt con-
nection with Gas-
oline or other En-
gine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by
Cummer-Dowswell, Limited, Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED — A FIRST-CLASS HARDWARE clerk—one capable of taking charge of a retail store in a western city; must have a good personality, steady and thoroughly reliable; married man preferred. Reply, stating age, experience, nationality and salary required, to Box 276, Hardware and Metal, Toronto. (18)

WANTED—A LINE TO HANDLE ON COMMISSION for the Provinces of Alberta, Saskatchewan and British Columbia by well-established firm who has the very best of representation. Line must be an all-round-year seller. Can guarantee very best results. Apply to Box 276, Hardware and Metal. (18)

WANTED—GOOD TINSMITH AND FURNACE man, work spare time in hardware store. Steady employment, young man preferred. Box 307, Ceylon, Sask. (18)

WANTED—YOUNG MAN WITH THREE OR four years' experience in general hardware. Must be of good character, a good salesman, and stock-keeper, and of good address. Apply, stating salary, Ingram & Davey, Limited, St. Thomas, Ont.

WANTED — A FIRST-CLASS HARDWARE clerk, one capable of taking charge; must have good personality, steady and thoroughly reliable; married man preferred. Reply, stating age, experience and salary expected, to A. Ballantyne, Brantford. (18)

WANTED EXPERIENCED PRICE CLERK, wholesale experience preferred. Apply in writing, Cochrane Hardware, Limited, Sudbury. (18)

POSITION WANTED

SOBER, INDUSTRIOUS, MARRIED MAN, thirty-three; eleven years owner-manager general hardware, plumbing, heating and sheet metal work, open for engagement; road work preferred. Box 277, Hardware and Metal. (18)

FOR SALE

FOR SALE — ARSENATE OF LEAD — WE offer for immediate shipment, subject to prior sale, Lewis Berger & Sons' Paste Arsenate of Lead; 200 1-lb. tins at 13½¢ lb.; 30 10-lb. tins at 9½¢ lb. Net cash f.o.b. Halifax. Jas. Simmonds, Ltd., Halifax, N.S.

FOR SALE — FIRST-CLASS HARDWARE and furniture business in good mixed district in northern Alberta. Stock \$8,000. Turnover \$35,000. Town on railroad, near coal mines that employ six hundred men. Must sell at once. Apply Box 280, Hardware and Metal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf) **ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation.** Ellicott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

Don't Consider Imitations, Get the Original

SWEeper-VAC.

A Sweeper alone, a Vacuum Cleaner alone, or a combination of the two.

A treasure to any household.

Tell your lady customers this and show them why.



Write for Full Particulars

Frothingham & Workman, Limited
Montreal

Why did the farmer 'owl'?

Because they sold him poor Babbitt



GIVE HIM OWL BABBITT

Made in the West by—

The Owl Metal Co. Ltd., Winnipeg

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

"Star Brand"



SOLES and Lifts

A line that will pay you big returns on your investment. The demand is consistent, because they give a service that is decidedly superior. They sell all the year round. *Guaranteed to outwear any other.*



BEARDMORE & CO.
Tanners
TORONTO and MONTREAL
CANADA

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

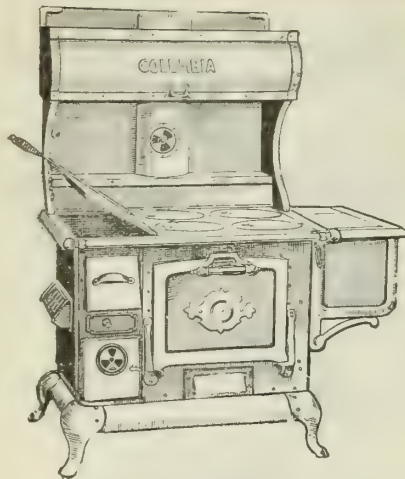
OFFICES IN CANADA:

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Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
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Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
Western Canada
TORONTO

If interested, tear out this page and keep with letters to be answered.



Retail Price:
\$50.00

EVERY STOVE SALESMAN

KNOWS, when the prospective customer walks up the stove-floor looking over your line of ranges, and steps in front of *one particular sample*, making a few admiring comments; that is the range for him to sell her.

If that sample is "*A Columbia*," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

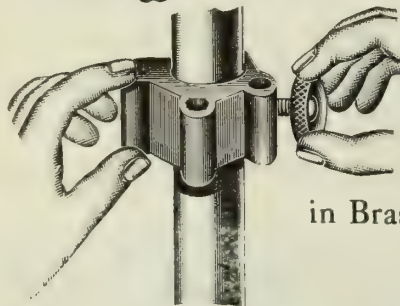
"EVERY RANGE GUARANTEED."

Dominion Stove & Foundry Co., Ltd.
PENETANG, ONTARIO



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

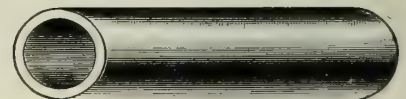


Patent Grip-Tight Socket

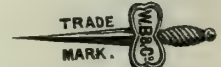
Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
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in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

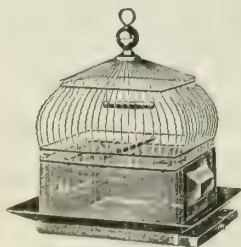


Over 1000
different sections



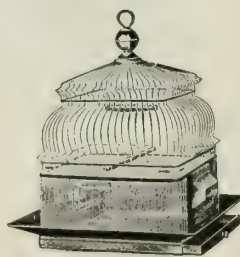
"HENDRYX"

A Word for Quality



No. 440

In the building
of bird cages
"HENDRYX" leads
—other manufac-
turers follow.
The best spring
brass wire is used.



No. 445

Giving unequalled
strength, firmness,
and lightness.
Self-closing and
fastening doors on
all our brass
cages.



No. 6040 G

The Andrew B. Hendryx Co.

New Haven, Conn., U.S.A.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

If interested, tear out this page and keep with letters to be answered.

Russell Jennings Auger Bits



Two styles of shanks, —
three threads for boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

Arctic Metal

FOR HIGH SPEED Try It. FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.

HAMILTON, ONT.

Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses



**WAGNER LEADER
BARN DOOR HANGER & TRACK**

Self Cleaning tubular track
Bird proof, sleet proof. Easy
running roller bearings.

Evertight Barn Door Track. Write for Wagner Catalogue.
Builders of Light Weight, High Power Gasoline Engines
for all Farm Work. And the Original Successful Binder
Engine.

Cushman Motor Works of Canada, Limited
281 Princess St., Winnipeg, Canada

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the
most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.

If any advertisement interests you, tea and keep with letters to be answered.

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CHATILLON SCALES

have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Only the best materials for their particular purposes are used throughout. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's profitable.

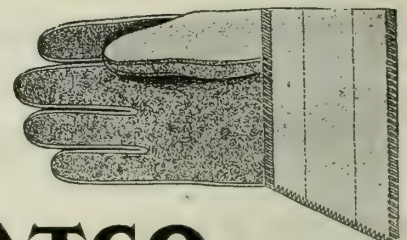
Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835



TAPATCO

REGISTERED BRAND TRADE MARK

COTTON GLOVES

give a service that brings repeat orders from practically every buyer.

We suggest that you try them out for this is the way to convince yourself that they are a very profitable and satisfactory line to handle. Send a sample order to-day.

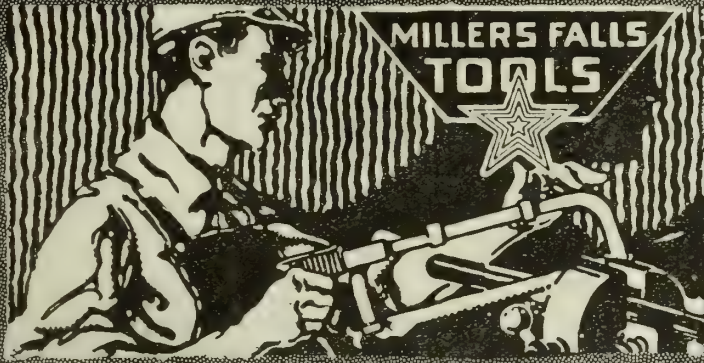
The "Tapatco" line embraces: Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights. Also Leather Tip and Leather Face Gloves, and Jersey Gloves and Mitts.

The American Pad & Textile Co.

CHATHAM

ONTARIO

If interested, tear out this page and keep with letters to be answered.



It Pays to Sell the Better Tools

Selling tools on a price argument means selling cheap tools that don't give the customer satisfaction or pay you any profit.

MILLERS FALLS STAR HACK SAW No. 1019

is one of the best examples of a good tool that is profitable to push because it gives the user such remarkable satisfaction.

It has a pistol grip that leaves plenty of room for the largest hand. Handle can't break because it's vulcanized over a steel rib that runs the full length. Straining nut under the handle means full stroke under all conditions. Rigid back frame. Blades faceable in four directions.

LET US SHOW YOU

This is only one of many quick sellers of Millers Falls make. Let us show you the time and labor-saving features that make these other Millers Falls tools so attractive to your trade. Breast Drill 200, Bit Brace 872, Extension Bit Holder 6, Acme Improved Mitre Box and Hand Drill 1980.

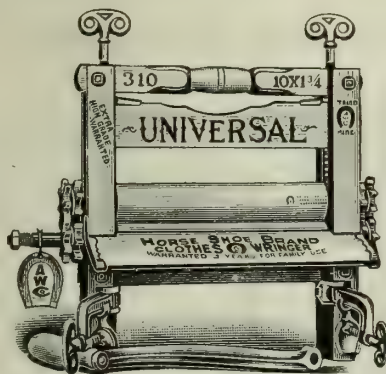
Send for our catalog and ask for our store helps. They are real aids in moving the goods.

MILLERS FALLS CO.

Tool Makers to the Master Mechanic

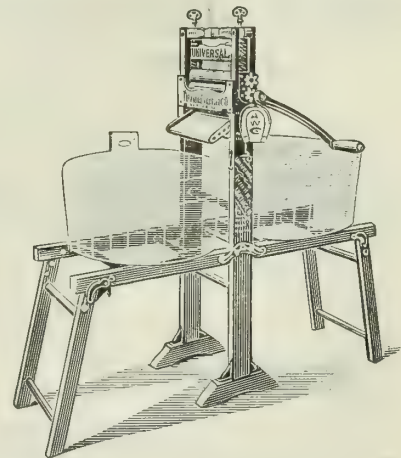
Millers Falls, Mass.

N. Y. Office: 28 Warren St.



Join the Army of Horse-Shoe Brand Dealers

We Supply
the Ammunition



Enlist our help to increase your Wringer sales. We are prepared to let you have electrotypes, show cards and circulars with your imprint, free of charge.

THE AMERICAN WRINGER COMPANY

Dept. "C."

NEW YORK CITY, U.S.A.

If interested, tear out this page and keep with letters to be answered.



Many Canadians Can Shoot— The Rest Want to Learn

Profit by present exceptional conditions to push your rifle sales. A window display of Ross Rifles is a sure magnet to draw business to your store.

The **Ross .22 Cadet Rifle** is simple and durable. There are no complicated parts to get out of order, it is equipped with an exceptionally reliable ejector, and an adjustable rear peep sight gives great accuracy. The Government has adopted this rifle for use by Cadet Corps.

The **Ross .280 High Velocity** is one of the finest sporting rifles on the market. Its accuracy, reliability and destructive power have brought it world-wide renown among big game hunters. The **Ross .303 Sporting Models** are very popular with all sportsmen who love a fine, well-balanced gun. They take the .303 Government Ammunition.

For Catalogue, Discounts, etc., write

ROSS RIFLE CO. - QUEBEC


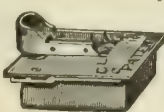
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE
DOOR SPRINGS**

			
5753 IRON		5355 IRON	
3 in.	4/9	4 in.	28/-
4 "	7/-	5 "	39/-
5 "	9/6	6 "	48/-
5754 BRASS		5356 BRASS	
3 in.	7/6	4 in.	48/-
4 "	10/6	5 "	66/-
5 "	14/6	6 "	78/-
per pair.		per dozen.	
			
2401		2860	
With 2 in. Shoe, 21/- each.		With 2 in. Shoe, 28/6 each	

Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.

Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

SCREEN DOORS

That Pull Big Business



Put the Sanderson-Harold Screen Doors where they meet the eye of your customers and they will sell themselves. The construction and finish appeal strongly to everyone.

Made of carefully selected, well seasoned dry pine, by special up-to-date machines.

Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 inch stock, finished 3/8 inch thick.

Only the best grade of wire cloth is used.

We also manufacture a high-grade line of **WINDOW SCREENS**.

Write for full details on our complete line of Doors and Screens.

The Sanderson-Harold Co., Ltd.
PARIS, CANADA

If interested, tear out this page and keep with letters to be answered.



The Man who buys "Hoyt Frost King" Babbitt is sure to want more

because he gets an extra measure of babbitt service for his money.

For high-speed machinery and engine work it is without an equal. It is especially designed for Saw Mills, Planing Mills, Threshing Engines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of stationary engines.

Over \$5,000,000 Worth Sold Annually.

Order from your jobber: if he cannot supply you, write us.

HOYT METAL COMPANY

New York, N.Y.

EASTERN AVE. and LEWIS ST., TORONTO, CANADA

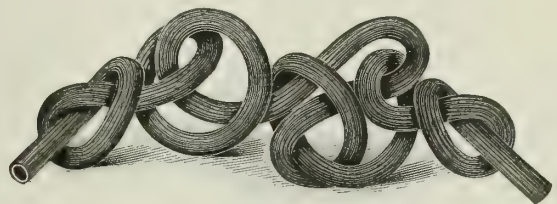
London, Eng.

Factory and Offices,

St. Louis, Mo.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto

Montreal

Fort William

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

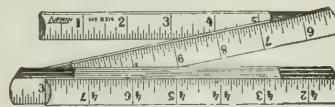
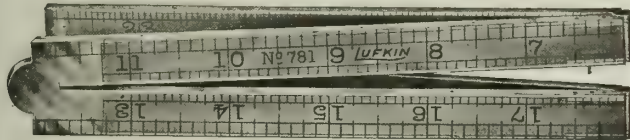
Vancouver

LUFKIN

ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



Measuring Tapes
A Complete Line

Boxwood Rules
Stocked by All Jobbers

Spring Joint Rules
Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS

Talk Number Forty-Seven

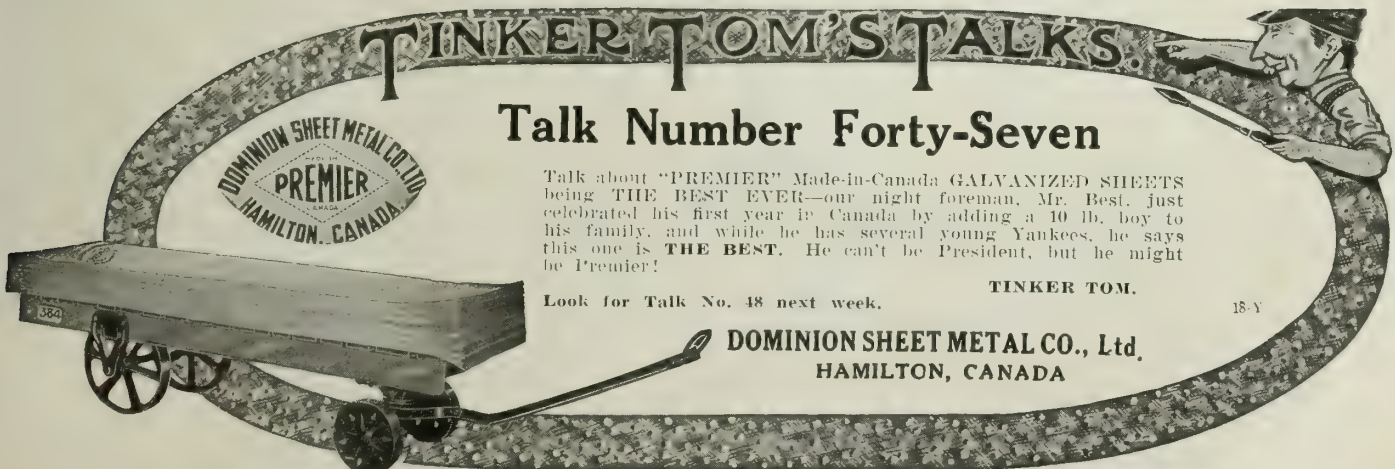
Talk about "PREMIER" Made-in-Canada GALVANIZED SHEETS being THE BEST EVER—our night foreman, Mr. Best, just celebrated his first year in Canada by adding a 10 lb. boy to his family, and while he has several young Yankees, he says this one is THE BEST. He can't be President, but he might be Premier!

TINKER TOM.

Look for Talk No. 48 next week.

18-Y

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA





*What do names like these
mean to your customers?*

Do they know that

MRS. O. H. P. BELMONT

MRS. F. C. HAVEMEYER

MRS. OLIVER HARRIMAN

MRS. REGINALD C. VANDERBILT

and others of the most prominent society
leaders of this country use Community
Plate on their own tables?



¶ See pages 12 to 13 for
an announcement on this subject
Also for photographs of some of
these ladies' dining rooms, taken
by special permission

May 6
1916

Some of the Advertisements

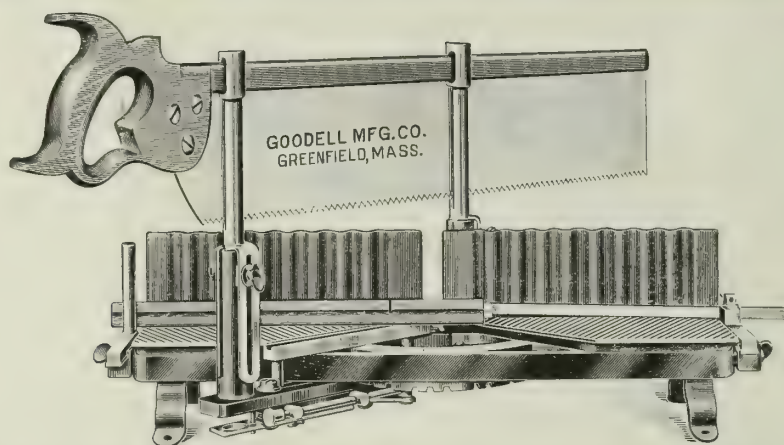
The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



HARDWARE AND METAL

GOODELL PRATT

1500 GOOD TOOLS



GOODELL ALL-STEEL MITRE BOXES AND GREENFIELD DRILL CHUCKS.

For ten years the Goodell ALL-STEEL Mitre Box has been gaining favor with mechanics because it is non-breakable.

The total amount spent for replacements and repairs of Goodell Mitre Boxes has amounted to less than fifteen dollars in ten years.

Durability is but one of the Goodell features. An automatic lock to hold the saw elevated. A stop regulates the depth of cut. Saw lever locks automatically at all regular angles. Instantly locked at other angles by pulling a small knob.

Extra angle attachment enables operator to cut angles more acute than 45 degrees. This attachment can also be used as a molding holder. Length gauge adjustable up to 20 inches.

These ALL-STEEL Mitre Boxes are made in 3 different sizes and furnished with 5 different sizes of Saws.

The Goodell line also includes an Iron Mitre Box and the remarkable Greenfield Drill Chucks.

SPECIAL CATALOG ON REQUEST.



GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* Mass., U.S.A



**"P. & W.
Co."**

SMALL TOOLS

**PRECISION
QUALITY
DELIVERY**

Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

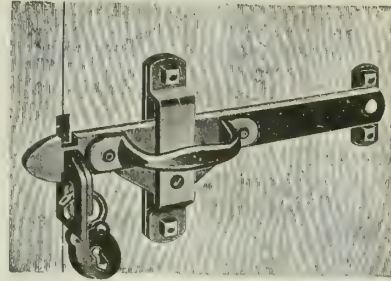
**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

The BEST Heavy Door LATCH

is our

R-W No. 152
(Old No. 126)

**MONARCH
LATCH**



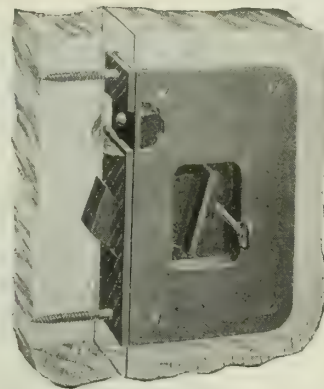
For Swinging or Sliding Doors. Reversible—All Steel. For Doors 1 3/4 to 2 5/8 inches. Latch 14 in. long, 1 1/2 in. wide, 5-16 in. thick.

One in a box with bolts. Can be locked with padlock.

The BEST Sliding Door LOCK

is our

R-W No. 525
FAULTLESS



Made of Steel and Malleable. For Doors 1 3/4 in. or thicker. 33 Key Changes. Single or Double Doors. Case 4 3/4 high by 3 3/4 wide. Finish, Dead Black. One in a box with screws.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

CELEBRATED I·XL CUTLERY

Manufactured by
GEO. WOSTENHOLM & SON
Sheffield, England

The most popular brand of high-grade cutlery sold in Canada.
All I·XL Cutlery is fully guaranteed.

Most complete assortment of Pocket, Table and Butcher Knives
with Razors, Case Carvers and Electro-Plated Ware is stocked by
All Leading Jobbing Houses

No. 1971C

No. 1975

No. 1000

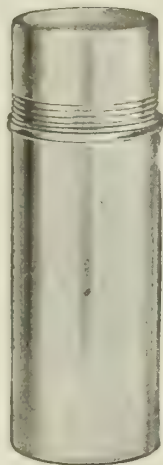
No. 2000

No. 292T

No. 292

A. MACFARLANE & COMPANY, Limited, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.



UNIVERSAL
Vacuum
Food Jar
No. 811

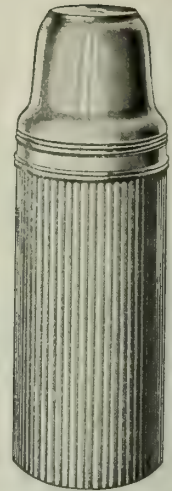


UNIVERSAL
Vacuum
Butter Jar
No. 800

UNIVERSAL

Motor Accessories

The summer season offers an excellent opportunity for the sale of high-grade motor goods. A well-displayed assortment of UNIVERSAL Vacuum Bottles, Food Jars, Luncheon Sets, etc., will give your customers a timely suggestion of the right sets for outing trips.



UNIVERSAL
Vacuum Bottle
No. 591 Pint 592 Quart

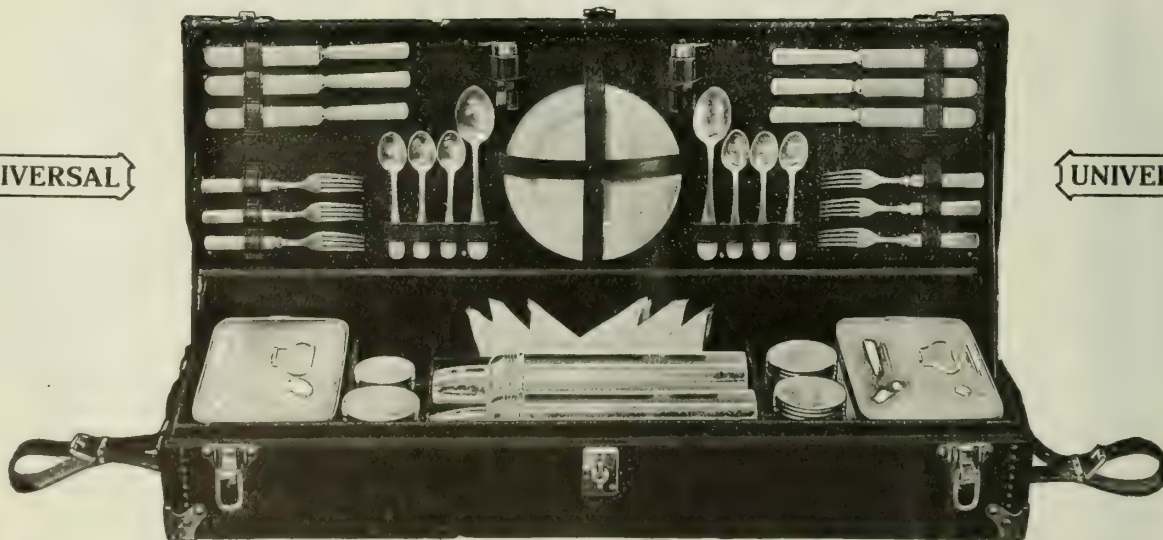
These Jars embody all the features of UNIVERSAL Vacuum Bottles except that the mouth is wide enough to permit of a table spoon being inserted. Stews, soups, meats, vegetables, etc., are kept steaming hot for hours, while ice cream, ices, butter, etc., are kept ice cold for several hours. Equipped with the patented spring steel bottle retainer and shock absorber, which reduces the possibility of breakage to a minimum.



UNIVERSAL Motor Combination Case. No. 172
New Style Case. Rain and Dust Proof

The above illustration shows a new and exclusive UNIVERSAL Idea — Extra drinking cups which fit snugly into the cover of the pint and quart bottles. Pints have one extra cup, which with the cover makes two. Quarts have three cups and the cover making four. The convenience of this idea and the saving in weight and space will make an instant hit with motorists and other travelers.

UNIVERSAL



UNIVERSAL

UNIVERSAL
Motor Luncheon Set. No. 462

FOR PRICES, DISCOUNTS, ETC., WRITE TO YOUR JOBBER, OR DIRECT TO US

LANDERS, FRARY & CLARK, - New Britain, Conn.
Canadian Representatives: A. MACFARLANE & CO., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Good Profit and a Quick Turnover for You

THINK of it—a *real-for-sure* bicycle for boys and girls from 4 to 8 years old—a “kiddies” bicycle—that you can sell for only \$12.50 and still make a good profit!

Imagine what will happen when the boys and girls of your community see a Little Hummer, with its bright red frame, adjustable leather saddle and motorbike handle-bars! They'll have to own *one*, that's *sure*!

THIS is the day of health-building playthings for the youngsters and the Little Hummer will appeal to parents, particularly, because it keeps the children out in the pure air and sunshine and develops health, grace and self-reliance.



The Little Hummer

Be first to introduce the Little Hummer in your community and get the profit it will bring. Because of the minimum rate on this class of freight, three Little Hummers will carry for about the same price as one.

Send your order to-day.

TO RETAIL AT

\$12.50

and still make a good profit

TO RETAIL AT

\$12.50

and still make a good profit

NOT A TOY, BUT A REAL-FOR-SURE BICYCLE
FOR BOYS AND GIRLS FROM FOUR TO EIGHT YEARS OLD

SPECIFICATIONS

HEIGHT—Saddle to ground, highest adjustment, 27 inches.

HEIGHT OF FRAME—14 inches.

WHEEL BASE—31 inches.

FRAME— $\frac{3}{4}$ -inch tubing, forks unbreakable oval steel.

WHEELS—Of steel, 16 inch diameter. Twenty spokes. Ball bearing.

TIRES— $\frac{3}{4}$ inch cushion rubber.

SADDLE—Leather top, full spring, cushion comfort type and adjustable.

CHAIN—Regular bicycle type 3-16 by 1 inch tempered steel.

HANDLE-BAR— $\frac{5}{8}$ -inch bar, nickel-plated, regular motorbike type.

FINISH—Frame, bright red enamel; wheels, black enamel; other parts nickel-plated, including handle-bars, seat-post, seat trimmings, sprockets and cranks.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS

EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

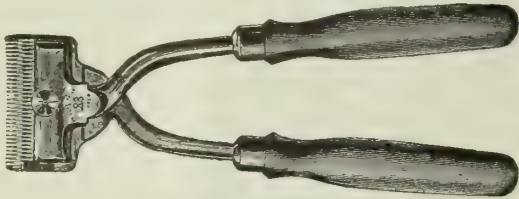
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

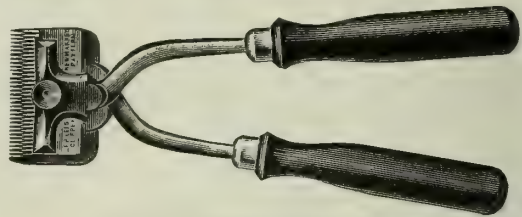
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

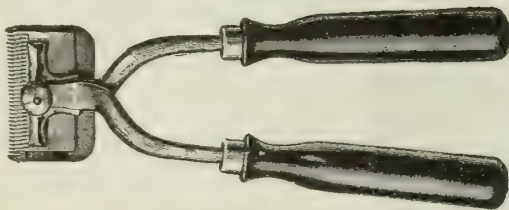
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

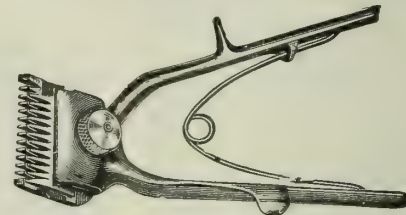


NEW MARKET PATTERN
Retailing at about \$1.75



LENOX
Retailing at about \$1.50

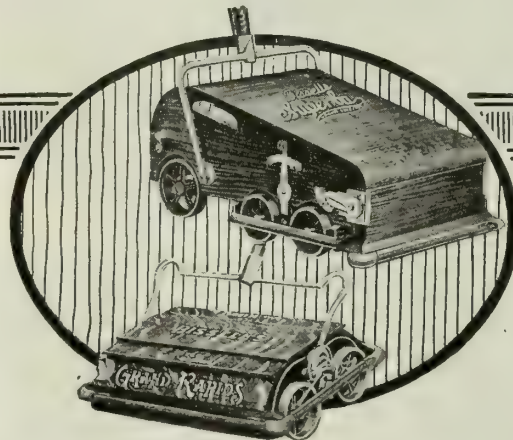
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

BISSELL'S
Vacuum
Sweeper



BISSELL'S
Carpet
Sweeper

World-Wide Supremacy

It is a remarkable fact that BISSELL'S *Carpet Sweepers* predominate in every market of the world, abroad as well as at home—in the face of competitive manufacturers resident in those countries where national loyalty is most ardent. Think what this means in the international prestige of the name.

Purchasers, all over the world, realize that in every BISSELL'S they are buying the experience of 40 years de-

voted to the exclusive manufacture of carpet cleaning devices.

BISSELL'S VACUUM SWEEPERS are included in these statements, as is known to every Bissell dealer. Easy running, most convenient to empty and excellently well made, such machines are *beyond comparison* with the crudely made apparatus with which the market is flooded and are also *beyond competition* with the correspondingly cut-prices.

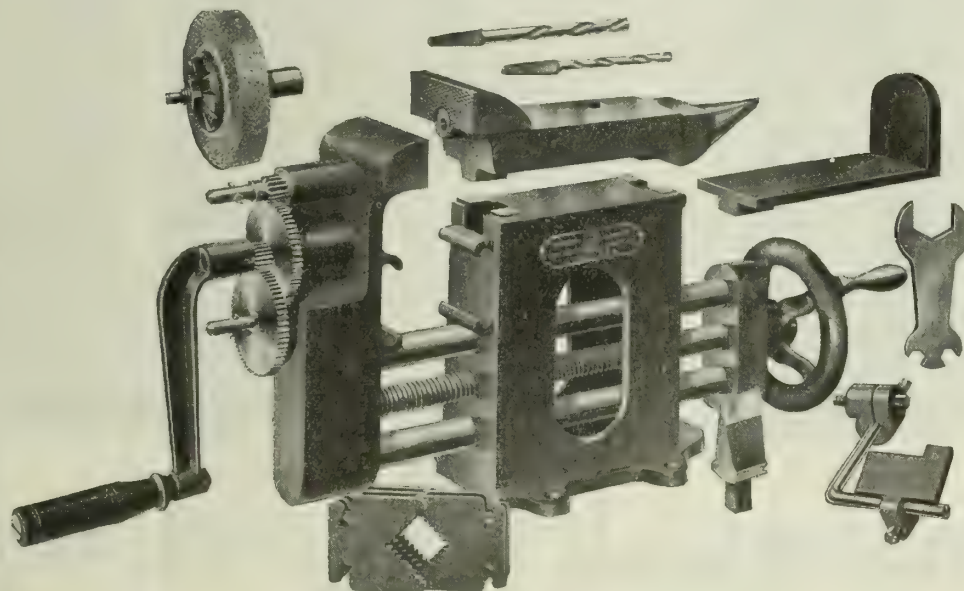
Dealers handling the BISSELL line are insured against the destructive price wars of the vacuum market, because every customer knows that in a BISSELL'S she is investing in the most efficient cleaning device that science can develop; and that the price charged is *standard*, as plainly stated in the Bissell advertisements which appear in all leading publications. Therefore, it is not surprising that BISSELL'S triumphs in the markets of the world. It is the triumph of manufacturing integrity and progress, and of standardized selling methods.

Bissell Carpet Sweeper Co. Largest and Oldest Exclusive Manufacturers of Carpet Sweeping Devices in the World
Made in Canada, too

NEW YORK: 25 Warren Street PARIS

Grand Rapids, Michigan
Agencies Everywhere

A MARVELOUS SELLER



THE Stewart Handy Worker THE COMPLETE HOME WORKSHOP

It Comprises:

- A steel faced vise up to 4 $\frac{1}{2}$ inches.
- A steel pipe vise of marked superiority, takes pipe up to 1 $\frac{1}{2}$ inches.
- A strong and sturdy anvil.
- A cutting hardie.
- A corundum grinder, 5 inches by 1 inch; 3 speeds.
- A two-speed drill press, taking any standard drill.

A staple, practical combined tool, that sells to your customers for only \$14.00, and which shows you a liberal profit.

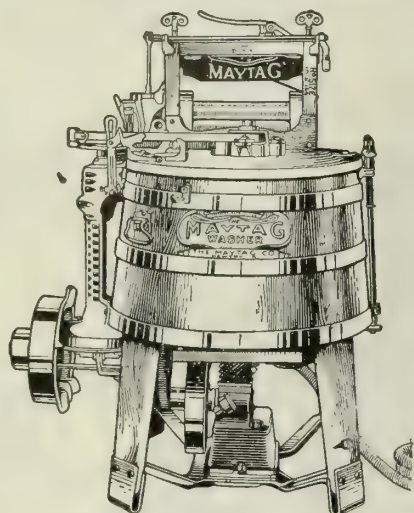
Boxed for shipment, weighs 90 pounds

From your jobber, or write for dealers' prices

CHICAGO FLEXIBLE SHAFT COMPANY
250 Ontario Street, CHICAGO

If interested, tear out this page and keep with letters to be answered.

The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

A BROOM WITH A REPUTATION

We brought out the "Nugget" Broom to fill a demand for a broom of high quality, but light in weight. It has become firmly established in the esteem of housewives and unless you are handling

THE "NUGGET" BROOM

you are overlooking a very profitable trade builder. Made of the best green corn, no stems or seeds, and corn will not come out or turn over at the ends.

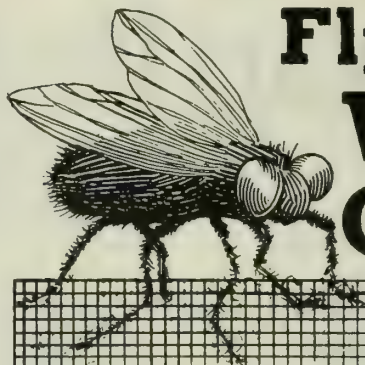
Write for prices, etc.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

Fly Screen WIRE CLOTH



OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

CANADA WIRE & IRON GOODS CO.

Hamilton, Ont.

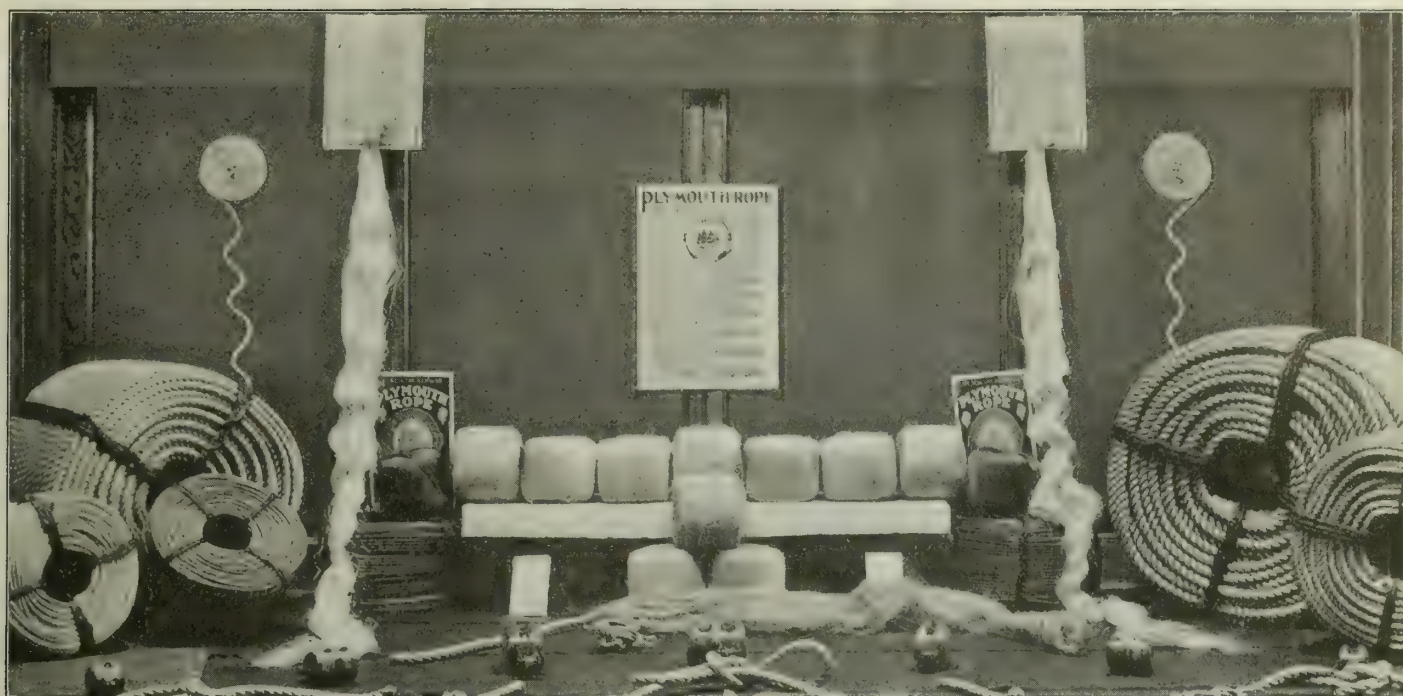
Eastern Representative:

H. E. O. BULL

184 Mance St., Montreal, Que.



If any advertisement interests you, tear it out now and place with letters to be answered.



One Way to Sell More Rope

One hundred per cent. increase in rope sales is not an unusual result from a window display of Plymouth Rope and Plymouth advertising. Because such displays offer so easy and profitable a means of stimulating rope business, more and more sound and progressive merchants are installing them each year.

Advertising Plymouth Rope is as logical a course for retail dealers as the advertising of any good article. The public may know about the rope and its superiority, but most people need to be reminded of such matters now and then—and especially do they need to be told that *yours* is the store where certain goods may be bought.

To make it easy for you to tell people these things effectively and without expense, we have provided the display advertising shown here. We have already furnished this material free of charge to nearly four thousand Plymouth merchants. We will do as much for you if you sell Plymouth Rope and will write us about it.

The natural decorative qualities of Plymouth Rope, our advertising and your window trimming ability will together give you a display that will quickly become town talk—an ad that will make your store stand out as headquarters for good rope—an invitation to buy that will enable you to sell more good rope and satisfy more rope buyers.

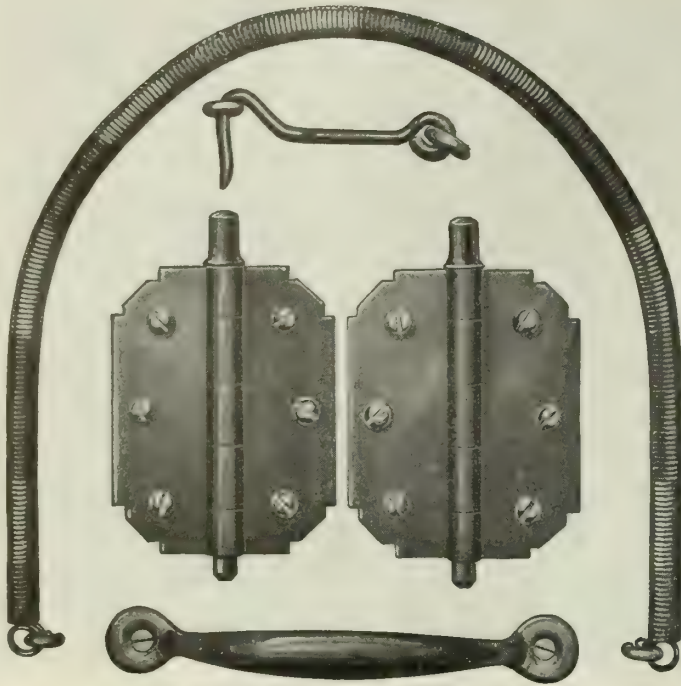
If you sell Plymouth and already have the advertising, this month is an ideal time to use it. If you haven't the advertising, to-day is a good time to ask for it. If you don't sell Plymouth, this advertising and the sales possibilities it opens up form one big reason why you should.

PLYMOUTH CORDAGE COMPANY,
NORTH PLYMOUTH, MASS. WELLAND, ONT.

INDEPENDENT CORDAGE CO., LIMITED,
TORONTO, ONTARIO CANADIAN AGENTS



If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

Order Your Hardware
for Screen Doors

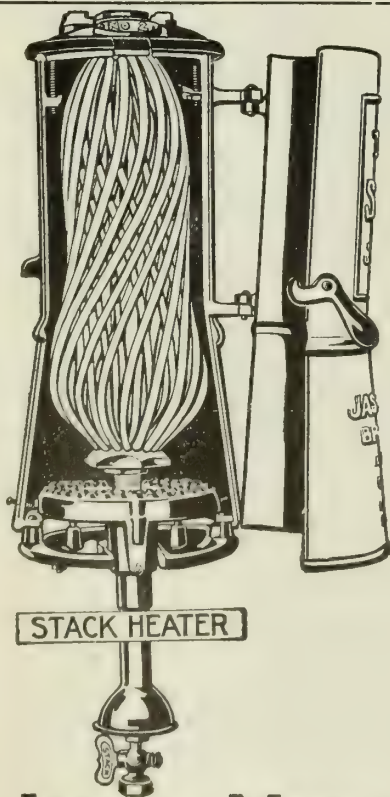
NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



DURABILITY Stack Gas Water Heaters

The STACK water heater has been on the market for over 10 years, and in that time has given absolutely no trouble. There is no point in heater where it is possible for sediment to lodge and form a coating between the heat and the water.

The absence of any lodged sediment makes it impossible for the STACK to burn out.

The rapidly moving heated water prevents the possibility of any stoppage.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

THE STEEL COMPANY OF CANADA

LIMITED

HAMILTON, CANADA

"TIGER" White Lead

THE LEAD WITH THE SPREAD



"TIGER" WHITE LEAD DOES NOT CRACK, BLISTER OR PEEL, BUT WEARS DOWN GRADUALLY, AND AFTER YEARS OF SERVICE IT STILL FILLS THE PORES OF THE WOOD, RESISTS MOISTURE AND PREVENTS DECAY OF THE PAINTED SERVICE.



We also Manufacture and Guarantee Our:

WROUGHT PIPE, STEEL BARS, BOLTS AND NUTS, PUTTY, TACKS, SHOT, NAILS, RIVETS AND BURRS, POLE LINE HARDWARE, HORSESHOES and HORSE NAILS.

Prompt shipments made from
well-assorted stocks

SALES OFFICES:

HAMILTON
VANCOUVER

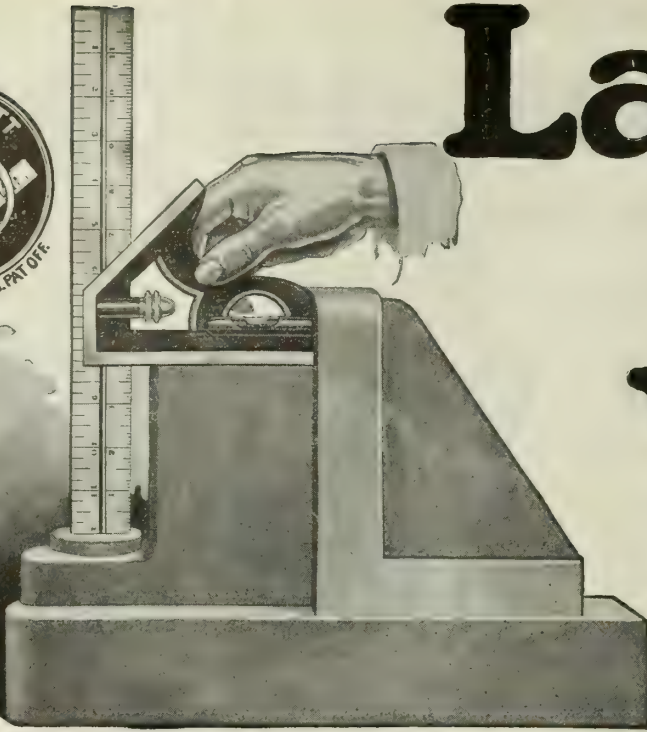
MONTREAL
VICTORIA

TORONTO
ST. JOHN, N.B.

WINNIPEG
HALIFAX

If interested, tear out this page and keep with letters to be answered.

Laying Out Work



THE trade of the skilled mechanics in your community is a big factor in the success of your business. The store that carries Starrett Tools is the buying center of the best metal and wood workers.

Starrett Tools and Instruments

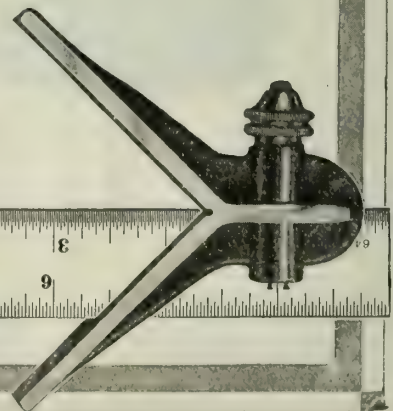
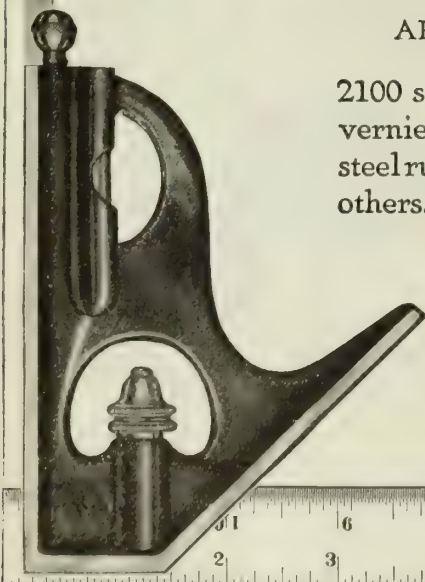
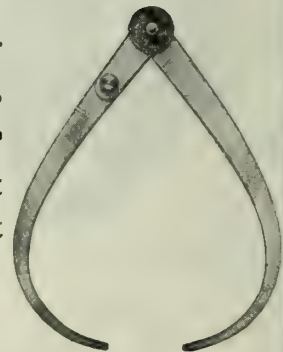
ARE THE STANDARD OF ACCURACY

2100 styles and sizes, including micrometers, vernier calipers, dividers, combination squares, steel rules, steel tapes, calipers, hacksaws and many others. We deal direct with retail hardware stores.

Write for Free Catalog No. 20-MA
Prices and Discounts

The L. S. Starrett Company
"The World's Greatest Tool Makers"

Athol, Mass.
London New York Chicago



If interested, tear out this page and keep with letters to be answered.

THE BILL THAT WASN'T ENTERED



Here was a merchant man who didn't believe in the McCaskey plan. He couldn't see it. It was too much trouble to put it in. It might do all right for other merchants but not for him. His business was different.

The McCaskey man had him down on his records as a difficult prospect.

But one day the McCaskey man came into his store and got an awful shock. He almost had to be carried out on a shutter, for the merchant grabbed him by the arm and bought a McCaskey before the salesman could catch his breath. "There is something wrong about this," the salesman said. "I never took an order so easily before. How did it happen?"

"Housecleaning," answered the merchant. "See that bill (he pointed to a sales slip lying on his desk a little over a year old for a fair-sized bill of goods). There's a bill that never was entered and is never going to be. That's one of my best customers who pays his bills regularly, and he has paid up a half dozen times since he bought those goods. I just found that ticket behind my desk. It had slipped through a crack.

"Now, I'm not going to humiliate myself by confessing to this customer that my system is so slipshod and sloppy that a charge like this can get lost and stay lost for a year. I am going to charge this up to profit and loss, but I'm not going to have any more of it. Do you see?"

"I see," said the McCaskey man.

Bills that are made out under the McCaskey plan always get entered. No forgotten charges, errors are reduced to a minimum. One writing does the trick. It makes out the bills, renders the statement and posts the account up to the last minute all at once. It's a wonderful time-saver.

Under our partial payment plan you may have the use of your McCaskey while it is paying for itself. Mail the coupon.

McCaskey Systems, Limited

Formerly Dominion Register Co., Limited

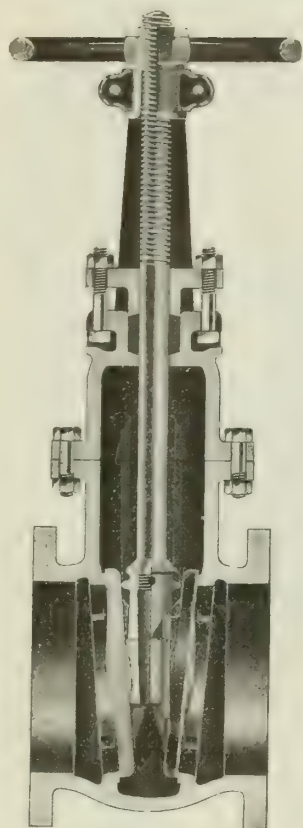
Toronto

-

Canada

McCaskey Systems, Limited, Toronto, Can.
 Gentlemen:—
 I am interested in your McCaskey one-writing, time and money-saving credit plan. I'll be glad to give a McCaskey man the time and opportunity to tell me about it in detail.
 Name.....
 Address.....
 Town.....
 Prov.....

If any advertisement interests you, tear it out now and place with letters to be answered.



Sectional View.
Fig. 404.

JENKINS BROS'.

TYPE "K"

Standard Pattern, Iron Body, Bronze Mounted

GATE VALVES

Suitable for 125 lbs. working steam pressure; 175 lbs. working water pressure.

THE closing mechanism is a leading feature in these Valves. In the arrangement of the Disc there is employed a combination of the solid-wedge and the split-wedge principles, producing a mechanism which is unequalled for ease of operation and perfect closing. The Discs ride on guides cast in the Valve Body and are carried on a spindle nut so constructed as to act as a wedge at the point of closing.

There is a Ball and Socket Bearing between each Disc and the Spindle-Nut, allowing a certain amount of flexibility—permitting the Discs to seat perfectly, even should there be an obstruction to one of the Discs or a slight derangement of the angles of the seats, due to abnormal strains in the pipe lines.

Unlike the solid-wedge type, the Discs cannot jam in the Valve Body, for the first movement of the Spindle loosens the Discs, and the guides in the body remove them from the Seat-Faces.

Approved for use in the Provinces by the Departments of Public Works.

Write for Catalogue 8.

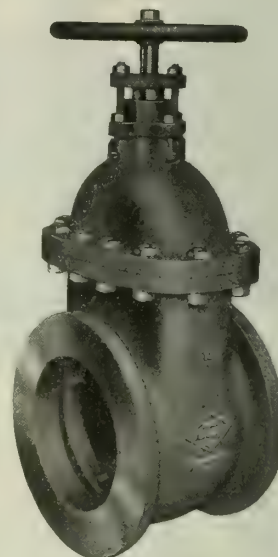
Jenkins Bros., Limited

103 St. Remi Street

Montreal



Jenkins Bros



Outside View.
Fig. 402.

"W. & B." Drop FORGINGS

We make a specialty of the highest grade Drop Forgings. Our exceptional capacity and equipment insure accurate forgings and prompt delivery.

The
**Whitman & Barnes
Manufacturing Co.**

Established 1854

St. Catharines, Ontario

Send us Blue Prints on Special Forgings, three pounds and under in weight, and permit us to estimate on your requirements.

If interested, tear out this page and keep with letters to be answered.

BRITISH COLUMBIA

Now--What about this thriving province of our big Dominion?

Last year British Columbia showed a field crop increase over 1914 of 32,240 acres—this means horse-power and more horse-power used.

And in minerals, B. C. eclipsed her 1914 production by \$4,768,619, a fact which shows this Pacific province to be on the incoming tide of prosperity. It also indicates that there is an increased demand for horse-power.

Then, think of British Columbia's Lumber production! The following figures give the statistics for June 1915:

Sawlogs No. of ft. B.M.
73,584,494

Poles, Piles
No. of Lineal ft.
285,376

Rly. ties, Shgl. Bolts, Fence
Posts, Cordwood. No. of Cords
9,360

When one month's lumber production reaches such an immense figure, a little mental arithmetic will show that the amount of lumbering done annually in British Columbia is enormous.

There is a grand opportunity for you British Columbia hardwaremen to increase your business by selling Giant Rope Traces. They quickly become popular with lumbermen because they have the strength to enable them to stand up to hard, steady work.

Facts and figures prove, Mr. B. C. Hardware Dealer, that right at your own door there is a big business to be done in

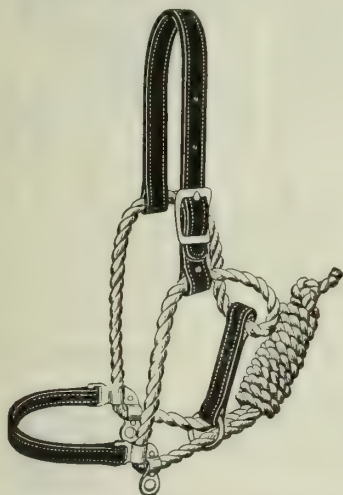
GRIFFITH'S HORSE SPECIALTIES



Giant Rope Traces
Price per set of four traces\$ 2.75
Retail in B.C. 4.50
Price per set with Equipment.... 8.35
Retail in B.C. 12.00



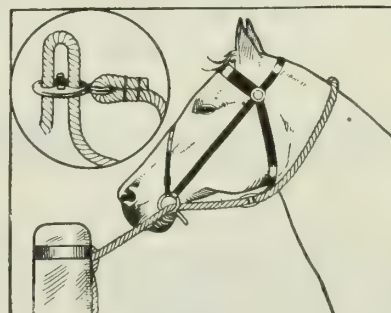
The Giant Yoke Rope
Price to Dealers\$3.75
Retail Price each .50



The Giant Halter
Price to Dealers\$0.75
Retail Price\$1.25 and up

Our biggest business certainly is done in Ontario and the Prairie Provinces, yet there is no reason under the sun why British Columbia, with her increasing farming and mining industries, which call for the strongest possible horse power, should not benefit by the use of these unequalled horse specialties—Giant Rope Traces, The Handy Tie, The Giant Halter, The Giant Yoke Rope.

Send for booklet showing Griffith's Horse Specialties and Proposition. Mention Hardware and Metal.



The Handy Tie
No. 1—Dealer's Price ..\$2.70 retails 35
No. 2— " " .. 2.20 " 30
No. 3— " " .. 1.80 " 25

G. L. Griffith & Son
STRATFORD, ONTARIO

If interested, tear out this page and keep with letters to be answered.



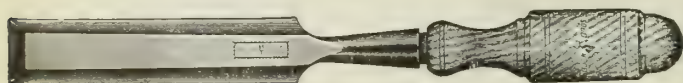
By using our Eavestrough you can save money by using less solder
OUR EAVESTROUGH AND CONDUCTOR PIPE FIT PERFECTLY.

Ridge Roll, Valleys, Elbows, Skylights, Ventilators, and CORRUGATED IRON.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN,

TORONTO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers

Milbury, Mass., U.S.A.



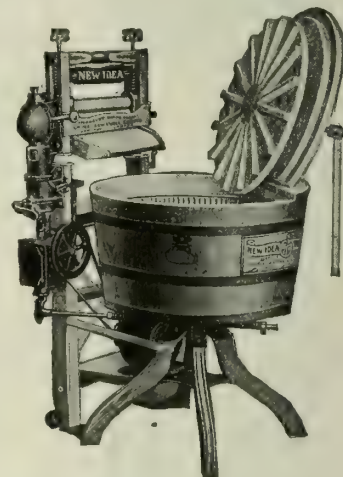
The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately.
All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple,
Powerful, Noiseless
and Cleans thoroughly.

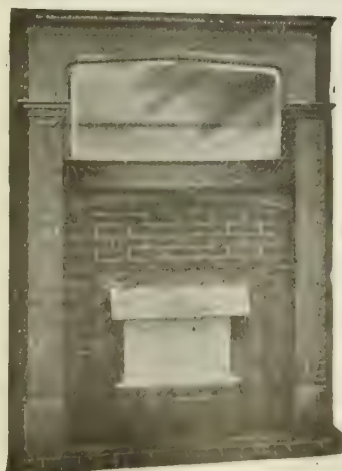
Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

1885 "QUALITY FIRST" 1916

It Has Paid Us and Will Pay You

We can always give you prompt shipment of
"EMPIRE" Corrugated Iron

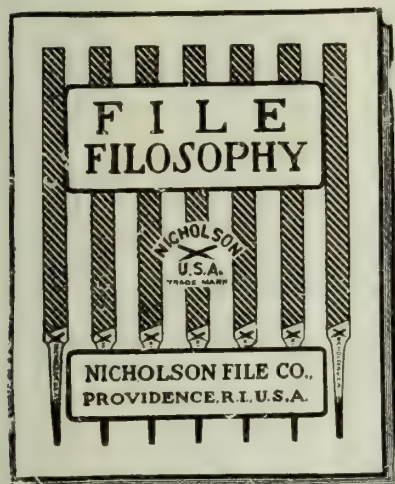
PAINTED OR GALVANIZED — STRAIGHT OR CURVED
 ALL SIZES AND GAUGES

Always big stocks, including

Corrugated Ridge Cap, Hip Cap, Flashings, etc.

The Quality House is Safest—Think of Safety First

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



**Kearney & Foot, Great Western,
 American, Arcade, Globe**

(Made in Canada)

Dealers who have been selling the Famous Five have had remarkable demand for their full lines, so much so that they sell 90% of the files sold in Canada to-day.

You Should Have a Copy

We want to put into the hands of every reader of Hardware and Metal a copy of this little booklet. It is worth reading because it emphasizes the up-to-date manufacturer's appreciation of files, and the part files have in developing efficient shop practice.

We have spent many years educating manufacturers, shop superintendents and workmen that it is wasteful to use a file when it has reached its "inefficient point." The result has been a wonderful increase in the demand for the Famous Five files.

NICHOLSON FILE COMPANY, (Jobbers Everywhere) Port Hope, Ont.

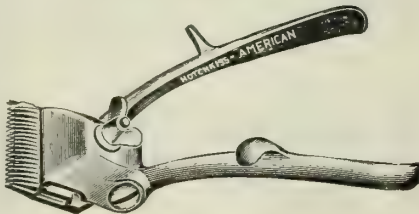
Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD



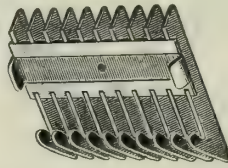
Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

BARBERS' HAIR CLIPPERS



No. 755

Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

ADJUSTABLE COMBS
Nickel Plated

Hotchkiss Patent Adjustable Combs. Either $\frac{1}{4}$ in. cut No. 2 or 5-16 in. cut No. 3.

NO. 40 BALL-BEARING HORSE CLIPPER



Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

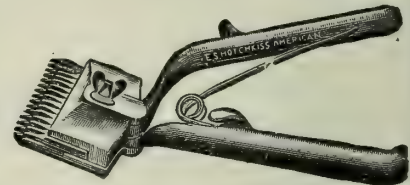
BARBERS' HAIR CLIPPERS



No. 600

Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated. A high-grade article for the very best trade.

No. 75 FETLOCK CLIPPER

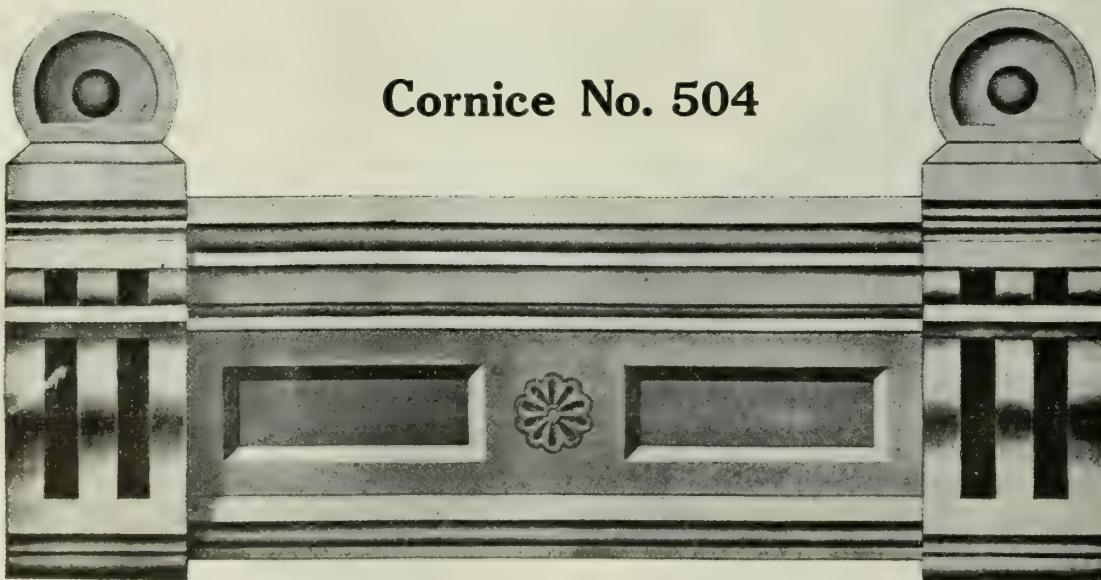


This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

Cornice No. 504



GALVANIZED IRON CORNICES, SKYLIGHTS, FINIALS, ETC.

We are well equipped with machinery, mechanics and stock for producing Cornices, Skylights, Finials and special work of all kinds. Our equipment includes a 12-foot Power Brake and Dies of every angle and curve, insuring great accuracy and economy of construction.

Send for Our Catalogue "F" and Price List with Liberal Discounts to the Trade.

WINNIPEG STEEL GRANARY AND CULVERT CO LIMITED

WINNIPEG, MAN.

Factories at Winnipeg, Man., and Regina, Sask.

If interested, tear out this page and keep with letters to be answered.

Advance in Ammunition Prices

Canadian Hardware Dealers, as well as their customers, deserve to be in our confidence with regard to a necessary advance in the prices of Dominion Ammunition. We, therefore, give an idea of the increased costs on a few raw materials since May, 1914:

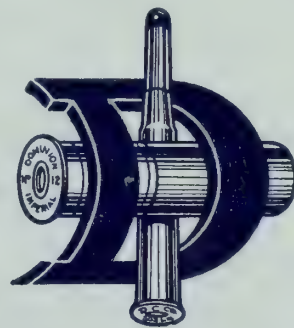
	Increase
Shot (chilled)	80%
Powder (Smokeless)	100%
Fulminate of Mercury	200%
Paper for shot shells	40%

The significance of the percentages above may be realized when it is considered that 77 lbs. of shot are required for 1,000 shells, $1\frac{1}{8}$ oz. load. This would be an increased cost for shot alone of \$4.50 per 1,000 shells. A comparison of any metallic cartridge with prices of raw material to-day and two years ago would work out in a similar manner.

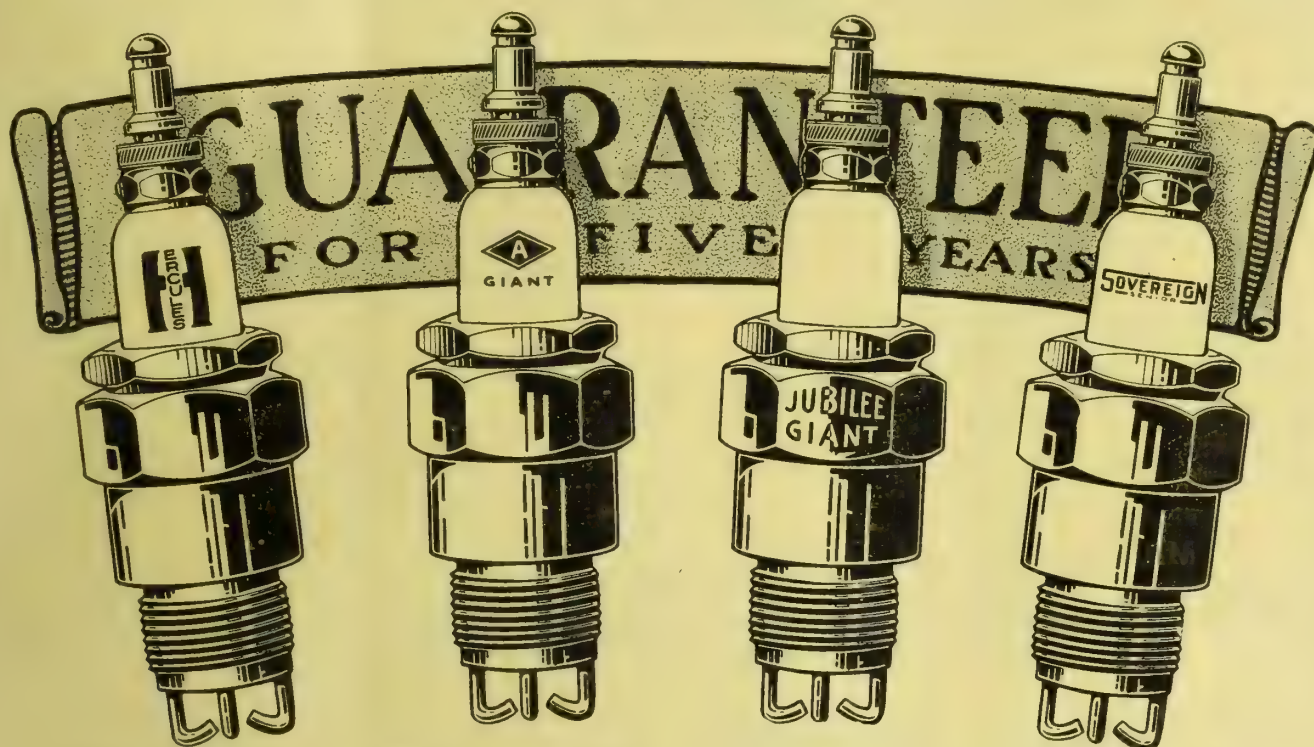
The new discount cards on Dominion Ammunition may be had from your jobbers or from us direct. A perusal of the card will convince you that the advance on Dominion Shot Shells and Metallics is entirely consistent with good business.

**Dominion Cartridge
Company, Limited**

120 Transportation Building
Montreal



All Backed by the Same Guarantee!



Hercules Spark Plug

Miller-Morse
Hardware Co.
Distributors for
Western Canada,
Winnipeg, Man.

Diamond A Spark Plug

J. H. Ashdown,
Hardware Co.
Distributors
Winnipeg, Man.

Jubilee Spark Plug

Merrick - Anderson
Company
Distributors
Winnipeg, Man.

Sovereign Spark Plug

Wood-Vallance
Company
Distributors
Winnipeg, Man.

Product of the Finest Material and Workmanship obtainable, and Distributed by Leading Jobbers throughout the United States and Canada.

Dealers!

Our distributors are offering special inducements to dealers, and are in a position to assure full co-operation and price maintenance.

Jobbers!

We ourselves have a particularly attractive proposition to offer other Canadian jobbers.

ECLIPSE MANUFACTURING CO., INDIANAPOLIS, IND., U.S.A.

If interested, tear out this page and keep with letters to be answered.

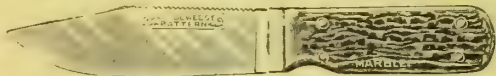
SURE SELLERS *and* GOOD PROFIT-MAKERS

Here are a few of Marble's 30 Specialties for Sportsmen, all of which are LIVE NUMBERS good sellers—sure profit-makers. You'll find that one Marble Axe or Knife sold usually sells several more. Stock up now. Your profit is what it ought to be. Prices quoted are list. Liberal discounts to dealers.

MARBLE'S Expert Knife



Designed to meet the requirements of the professional hunter, trapper and guide who requires a thin, keen edge for dressing skins and furs. Note cross-section of blade. Combed handle; Staghorn tip. 5-inch blade. Weight, 3 1/4 ozs. List, \$2.25.



MARBLE'S De-Weese Knife

The design combines strength, compactness and lightness. Has dull saw back on which the thumb is placed when skinning, or cutting hard substances. When sticking, the little finger is doubled up, letting the end of handle rest against it. This takes the place of a hilt.

Blade, 4 inches; Staghorn handle, 3 1/4 inches. Weight, 3 ounces. List, \$1.75.



MARBLE'S Camp Axe, No. 10

A handy, reliable ax; for hunters, campers, prospectors, guides and forest rangers. Carried in sheath, easily attached to belt. The blade is forged from solid tool steel. The tempered head, designed for driving stakes, spikes, etc., will not become battered even under continuous service. The nail puller has tempered jaws.

Blade, 3 1/4 x 5 1/4 in.; weight 30 oz.; Handles, 16 or 20 inches. List, \$1.50.

TRADE SUPPLIED BY JOBBERS.

WRITE FOR CATALOG.

MARBLE ARMS & MFG. CO.

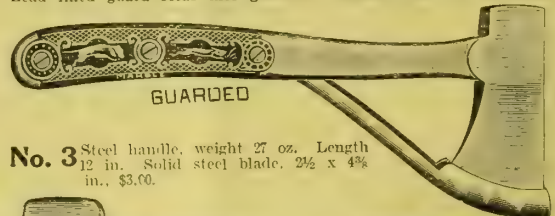
5150 Delta Avenue

Gladstone, Michigan

MARBLE'S SAFETY AXES

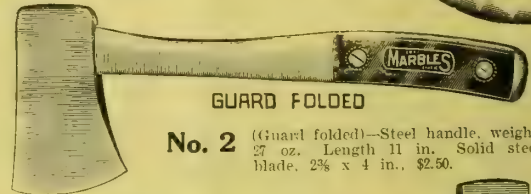
"The handiest tool a sportsman ever carried"

Many have tried but none have succeeded in producing an axe that can equal the Marble Safety Pocket Axe—in utility, lightness, strength and quality. Blades of tough tool steel, keen-edged, highly polished. Lead lined guard folds into groove in handle when axe is in use.



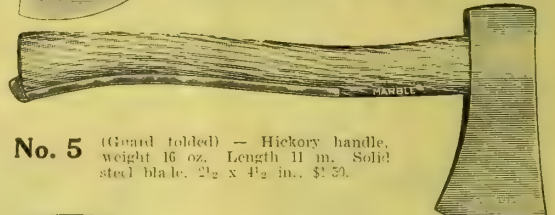
GUARDED

No. 3 Steel handle, weight 27 oz. Length 12 in. Solid steel blade, 2 1/2 x 4 3/4 in., \$3.00.



GUARD FOLDED

No. 2 (Guard folded)—Steel handle, weight 27 oz. Length 11 in. Solid steel blade, 2 1/2 x 4 in., \$2.50.



No. 5 (Guard folded) — Hickory handle, weight 16 oz. Length 11 in. Solid steel blade, 2 1/2 x 4 1/2 in., \$1.50.



No. 6 Hickory handle, weight 22 oz. Length 12 in. Solid steel blade, 2 1/2 x 4 1/4 in., \$1.50.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4 3/4 pounds.

24 Gauge, 28 or 30 inch Barrel

28 Gauge, 26 or 28 inch Barrel

.45 Caliber, 26 inch Barrel

.44 Caliber, 26 inch Barrel

.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.



"I am a typical Boy. There are many thousands just like me throughout Canada—hundreds living right in your locality."

"I know a good thing when I see it—and I also know that of all the good things, designed for boys, that I ever saw, Erector is by far the best."

EVERY year thousands of boys show their approval of Erector by buying it.

And on every set sold, some dealer makes a big, substantial profit. With

ERECTOR

"The Toy Like Structural Steel"

boys build bridges, tunnels, battleships, flying machines, farm machinery and hundreds of other models. Great fun for them — and it's educational, too.

Dealers find that Erector practically sells itself—that all they need to do is to feature Erector in their windows in order to bring the boys into their stores.

If you are not handling Erector, write us today and we will send you full particulars of our most attractive proposition to dealers.

Distributors:

MENZIES & CO., LIMITED

439 King Street West, Toronto

FOR

THE A. C. GILBERT CO.

NEW HAVEN, CONN., U.S.A.

If interested, tear out this page and keep with letters to be answered.



A typical small town Hardware Store, but it gets the business. Are you getting your share?

Autoists have long ago learned that a Bowser "Sentry" Pump is

The Sign of a Progressive HARDWARE STORE

the same as a clock, out in front, calls attention to the jewelers, or the striped pole signalizes the location of a barber shop.

In addition to their advertising value,



outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

The "Red Sentry" Equipment illustrated above is only one of the many self measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

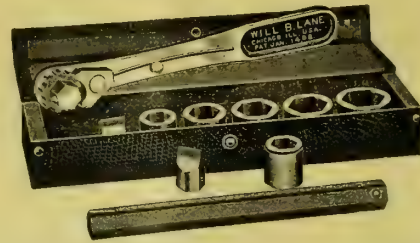
S. F. Bowser & Company

66-68 Fraser Avenue Inc.
TORONTO, ONT.

Sales Offices in all Centres and Representatives
Everywhere.

G-1

LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to $\frac{5}{8}$ in.

WRITE FOR PRICES.

**WILL B. LANE, 180 North Dearborn Street
CHICAGO ILL.**

Carried in stock by: Lewis Bros., Ltd., Montreal; Marshall-Wells Hdw. Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton; J. S. Mitchell & Co., Sherbrooke; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance, Ltd., Hamilton; Wood, Vallance, Ltd., Toronto; Wood, Vallance & Lewis, Calgary.

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

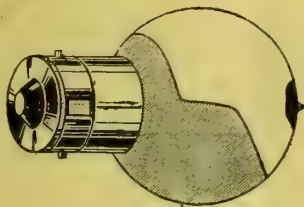
If interested, tear out this page and keep with letters to be answered.

Profitable Motor Car Accessories

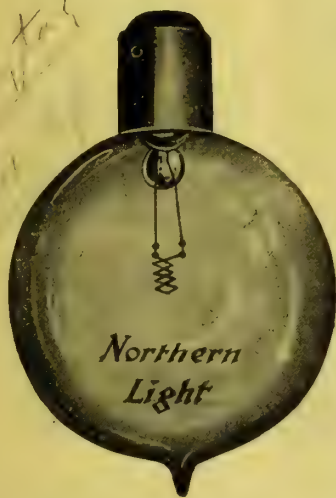
for the Hardware Dealer



Mac-Kno-Glare Lamps



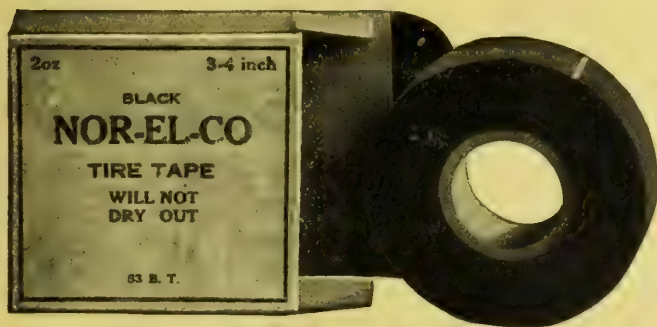
The Mac-Kno-Glare Swivel Bulb Auto Lamp is designed not only as the most perfect Glare Eliminator obtainable, but as an economical and superior driving light for automobilists. The treatment of the bulb is so designed as to scientifically control every ray of light emanating from the lamp filament. The clear or top portion of the bulb permits the uninterrupted and full candle power of the lamp to strike the top of the reflector and be deflected down upon the roadway. The treated portion of the bulb being at the bottom of the reflector causes the light which would ordinarily be reflected upward and which causes the glare and dazzle to be softened, making it possible to look directly into a pair of headlights equipped with Mac-Kno-Glare Lamps without annoyance.



Northern Light

Gas Filled Lamps for Headlights

Any Northern Light Automobile Lamp which consumes $1\frac{1}{2}$ amperes or over can be furnished gas filled. This means that they give more light for each unit of electricity. The light is of a whiter quality which closely resembles arc lamps. They are the most efficient lamps on the market and are also more economical than other types because they consume less battery current.



Nor-El-Co Tire Tape

Nor-El-Co Tire tape possesses all the essential requirements of the best tire tape. It is tough—it is sticky—and it will not dry out. The tape is $\frac{3}{4}$ " wide and comes in one oz., two ounce, or four ounce cartons.

Northern Electric Company

LIMITED

MONTREAL

HALIFAX

TORONTO

WINNIPEG

REGINA

CALGARY

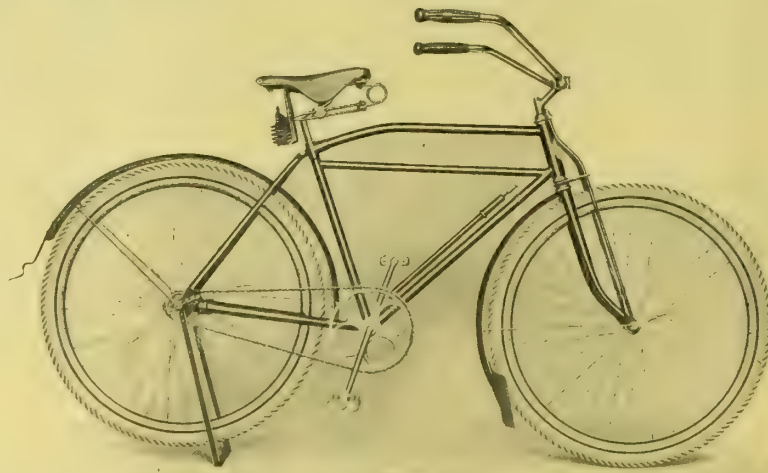
VANCOUVER

If interested, tear out this page and keep with letters to be answered.

BICYCLES!

For the Hardware Dealer—There is a large business ready this season in Bicycles, Bicycle Sundries and Tires, etc.

Get your share of the Bicycle business this year. Ask for our Dealers' proposition.



Prompt Delivery
We carry a complete stock of all our lines and can fill your orders at once.

HYSLOP BROTHERS, LIMITED, Shuter and Victoria Streets, **TORONTO**

Saves 90% of "Tire Troubles"

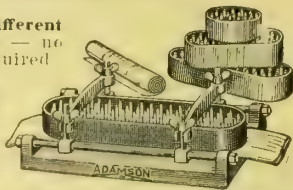
ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS.

The Adamson operates different from all other vulcanizers — no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS.

With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

While this vulcanizer is just beginning to be pushed in Canada it is by no means new. There are over 500,000 in use—several times more than all other makes combined.

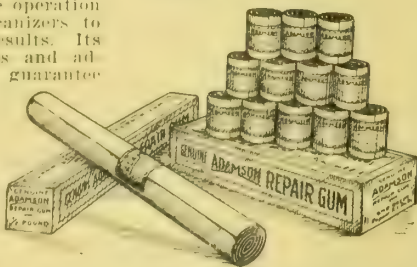


ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure. No cement is necessary. "It makes repair work a pleasure."

CIRCULAR GIVING FULL INFORMATION YOURS FOR THE ASKING.

YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.



ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.

HIGHEST AWARD

At the Panama-Pacific Exposition



GOLD MEDAL Flashlights



Are now universally recognized as supreme in quality and service.

Get your share of the big and steadily increasing demand for quality flashlights. Franco "Gold Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store. Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now**. You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles, and dealers' proposition, will surely interest you. Send for it now.

Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West - Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

"XCELL" Multiple Batteries

(SEALED CONNECTIONS)



**Waterproof
Metal Box.
Leaks Impossible**

**Require no
attention**

**No expense
for upkeep**

*Good for any type of
motor*

Type No. 53M is considered standard. Same consists of fifteen cells, three sets of five cells being connected in series, and the three sets of series being connected in multiples. 8 Volts, 90 Amperes. Over all dimensions, 12 x 8½ x 8 inches. Weight 35 lbs.

Type No. 52M consists of 10 cells, two sets of five cells being connected in series, and the two sets of series being connected in multiples. 8 volts, 60 amperes. Dimensions over all 13 x 8½ x 5 inches. Weight 24 lbs.

Type No. 61M consists of 6 cells, being connected in series. 9.6 volts, 30 amperes. Dimensions over all 7½ x 8½ x 9 inches. Weight 16 lbs.

GUARANTEE

If any of our XCELL Batteries do not give satisfactory service for the work intended, we will credit the amount, refund the money, or replace with new cells.

Canadian Carbon Company., Limited

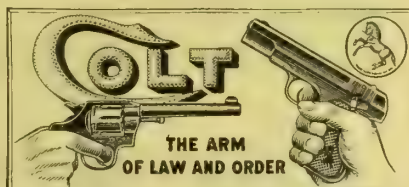
96 W. King Street, Toronto, Canada

To the Retail Dealer:

When a burglary or other crime is committed in your vicinity, then comes the demand for "PROTECTION." Your sale of revolvers increases.

Why not take advantage of the "PREPAREDNESS" idea and run a little advertising in your local papers?

We will furnish electros free of expense. Sample of one of the series shown below:



*The "Colt" Can Be
Fired ONLY
by Intent*

It Is Automatically and Positively Safe When at Rest

That is why it is the ideal weapon for home protection — for your wife's use. No other arm is so absolutely harmless when waiting for a call to duty; none so positive of action when the trigger is purposely pulled.

Encourage your wife and other members of your household to familiarize themselves with the "Colt" and thoroughly understand the principles

of safety **it alone** embodies. Then when danger threatens, the "Colt" becomes a pillar of strength and courage.

(SPACE FOR DEALER'S NAME HERE)

COLT'S PATENT FIRE ARMS MFG. CO.,

Hartford, Conn.

or A. MacFARLANE & CO., LIMITED, Coristine Bldg., Montreal, Canada

If interested, tear out this page and keep with letters to be answered.

Every Bicycle Owner Needs One of These Presto Electric Bicycle Lamps

A GOOD light is a necessity on any bicycle. Every bicycle owner in your community is a prospect for you. And a good one. Presto Electric Lamps are real searchlights, strongly and attractively made of the best materials.

The Presto Line is Selling Fast Let It Make Profits For You

The light is always ready. No danger from fire, no smoke or soot. The reflectors, 4" in diameter, are made of highly polished nickel-plated brass and the tungsten bulb accurately focused, producing maximum volume of light.

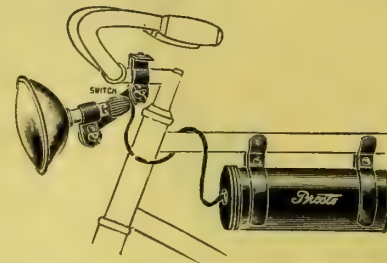
Note the bayonet type switch at the back of lamp. Light can be turned on or off by simply turning switch to the right or left. The plug of the switch can be left in the socket at all times or removed, if this should be desired.

The battery container, highly finished in black enamel, is an ornament to any bicycle. It is firmly held in place by three leather straps that will not mar nor

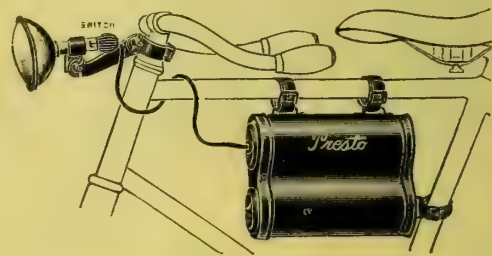
scratch the enamel finish on the frame.

The bracket is adjustable, so that it will fit the handle-bar, or head fitting of any bicycle. It can be adjusted to throw the light long or short distance, as may be desired. Note thumbscrew adjustment.

This line of lamps added to your stock gives you a quality bicycle lamp that is selling fast. The added profits plus customer's satisfaction demand your investigation. Write us to-day for complete catalog, prices and discounts on eight different styles of bicycle lamps and other accessories.



No. 1080—Presto Bicycle Lamp, 4-inch bull's-eye lens, with single cell battery, \$1.75.



No. 1082.—Presto Bicycle Lamp, same as No. 1080, but equipped with double cell battery container, \$1.90.

METAL SPECIALTIES MFG. CO.

734-38 W. Monroe St., Chicago, Illinois

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

President

Director of Exhibits

Secretary of the International
Award System

MEDAL
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Chief

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT
MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



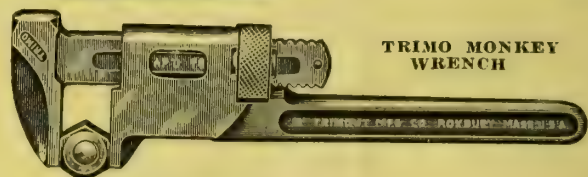
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



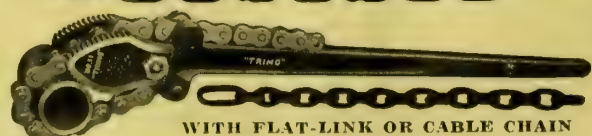
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

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**Registers
Imperial Gallons**

CANADIAN DEALERS— This is one of the fastest selling Auto Accessories of the year—

Every Ford Owner needs the Challenge Gasolene Gauge. Show it to him and he will buy it. The reason is simple. Though the car may cost \$500 or \$600, it is no good without gasolene. The owner cannot afford to be in doubt as to his gasolene supply. At small cost he can ascertain the exact amount at any moment. No guesswork.

The Challenge Gauge will register the contents of a gasolene tank at all times and under all conditions. It is safe, leakless, accurate and durable—outlasting the car. Why not sell them in your neighborhood? A good profit and quick sales for you. It is an important part of every Ford.

Ask your Jobber or write us.

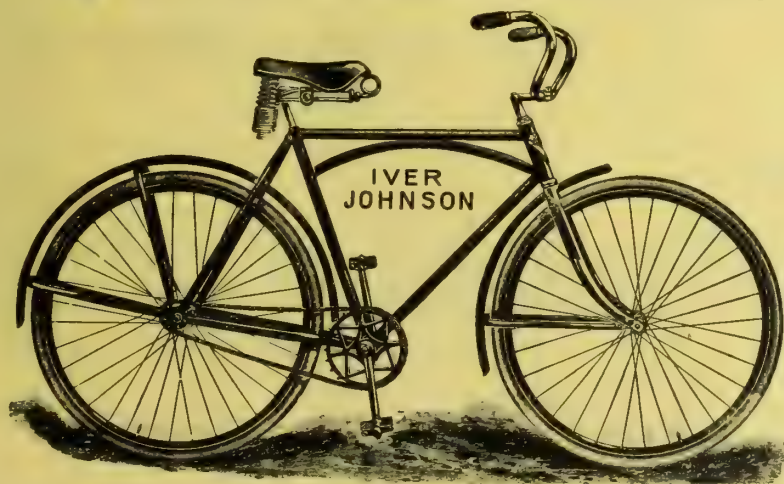
The Badger Craft Shops
SHEBOYGAN - - WISCONSIN



THIS IS BICYCLE YEAR

More dealers have been lined up with bicycle sales than in any previous season. More hardware merchants have found that bicycles add heavily to their store profits.

The Iver Johnson is America's leading bicycle.



IVER JOHNSON \$40 Roadster

Roadsters in \$30, \$35, \$40 and \$50 models

Juveniles at \$20, \$22.50 and \$25.

It is made from better materials, shows finer workmanship, has better equipment and finish than its fellows.

Cold-drawn, seamless tubing, drop forged parts, perfect tempering, beautiful bearings, two-piece drop forged crank, four coats of enamel baked and hand rubbed.

Seventeen models.

Is there an Iver Johnson agent in your town?

If not, let us send you full particulars.

**THE IVER JOHNSON
Agency Pays the Dealer.**

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, Fitchburg, Mass., U.S.A.

MANUFACTURERS OF IVER JOHNSON REVOLVERS, SHOTGUNS AND MOTORCYCLES

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Handle your Oils and Gasoline with the WAYNE PUMP

IT PREVENTS WASTE DUE TO
EVAPORATION, LEAKAGE AND
SPILLING, AND MAKES THESE
GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.

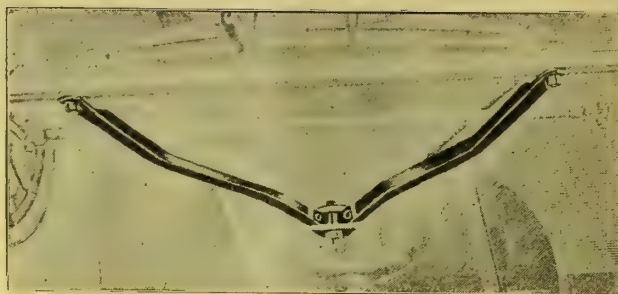
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

**THE WAYNE OIL TANK
AND PUMP COMPANY**

WOODSTOCK, ONT.



**Every Automobile Owner Wants
Protection Against Accidents**

**Every Ford Owner is a good prospect for a
LINE SUB-RADIUS ROD**

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

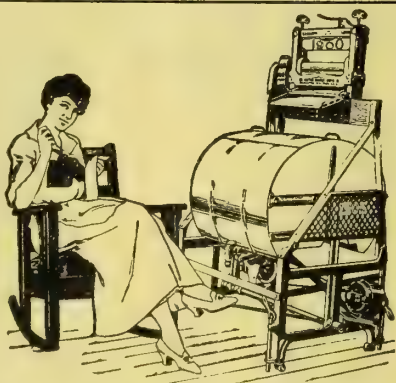
Simple, Dependable, Durable, and a
Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

Line, Hansen & Kimball Co.

50 High Street - Moose Jaw, Sask.



Looking for a Profitable New Line?

Dealers everywhere find it pays them to handle the "1900" Electric Washing Machines and Wringers. Why not secure a share of this business?

Extensively advertised for many years, this popular and well-established brand sells easily against keen competition.

We consider our latest model, the "1900" Cataract, illustrated, the most wonderful washer ever put on the market. Built entirely of high quality sheet copper, this is the strongest and most durable machine made. It is constructed on a brand new principle, and we will guarantee that this machine will not tear clothes, break buttons, or fray the edges of the most delicate fabric. It will wash everything from heavy blankets to the finest lace without damage to the goods.

Write us for descriptive literature—examine our lines—hear what we have to offer you.

NINETEEN HUNDRED WASHER CO.

357 Yonge Street, Toronto

We exhibit at the Electric Dealers' Convention, Toronto, June 6th, 7th and 8th, and shall be pleased to have a call there from any interested dealers.

**Eavestrough, Conductor Pipe,
Elbows, etc., etc.**

**Galvanized Iron, Black Sheets,
Tin and Canada Plates.**

**Metal Roofings, Sidings and
Ceilings.**

At this time, when deliveries of raw material are hard to get, the best policy you can adopt is to "hitch up" with the big stock. Our facilities, our stock and our service will relieve your worries regarding delayed deliveries.

Address your orders to us and get the advantage of quick service.

**Winnipeg Ceiling & Roofing
Company, Limited**

P.O. Box 3006 H2.

Winnipeg, Man.

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CRESCENT TOOLS

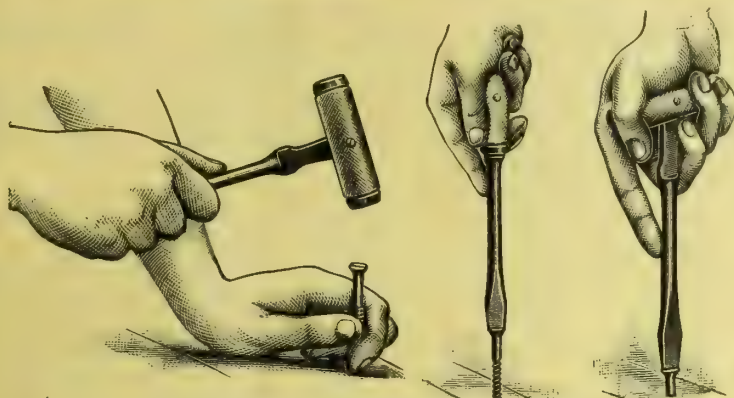


FIG. 1

FIG. 2

FIG. 3

CRESCENT HAMR-HANDL SCREW DRIVER

YOU start the screw by using the handle as a hammer (Fig. 1). Then use as an ordinary screw driver (Fig. 2). When the screw is nearly set and difficult to turn, spring the handle into position and finish easily (Fig. 3).

MADE IN THREE SIZES—

Style	Length of Blade	Width of Point	Price
K-24	4 in.	$\frac{5}{8}$ in.	\$7.80 per doz.
K-25	5 in.	$\frac{3}{4}$ in.	8.40 per doz.
K-26	6 in.	$\frac{1}{2}$ in.	9.00 per doz.

DROP FORGED, HARDENED AND OIL TEMPERED

CRESCENT TOOL CO.

Manufacturers of Famous Crescent Wrench

JAMESTOWN, N. Y.

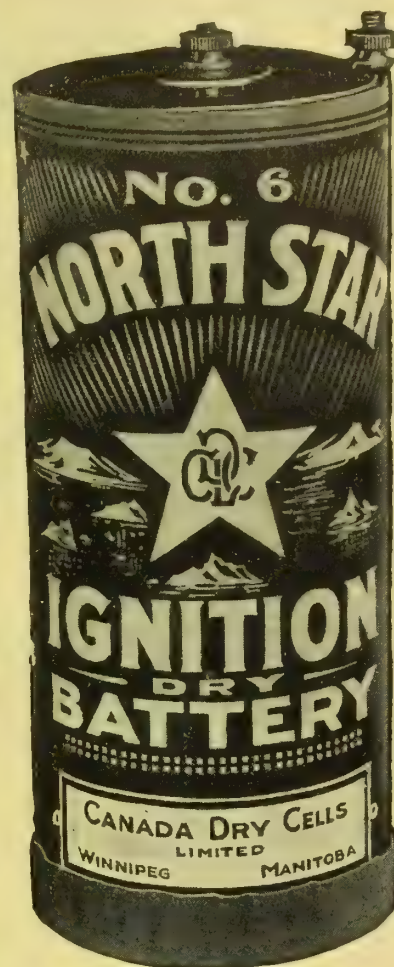
A want ad. in this paper will
bring replies from all
parts of Canada.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and
Fire Insurance Agents.
15½ Toronto Street 52 Canada Life Bldg.,
Toronto. Montreal.

**You can talk across the continent for two
cents per word with a WANT AD.
in this paper.**

If interested, tear out this page and keep with letters to be answered.



**Sell a good Battery-
it will help the Sale
of other Hardware**

A good battery brings customers
back for more, and while they
are in the store they quite often
buy other goods as well.

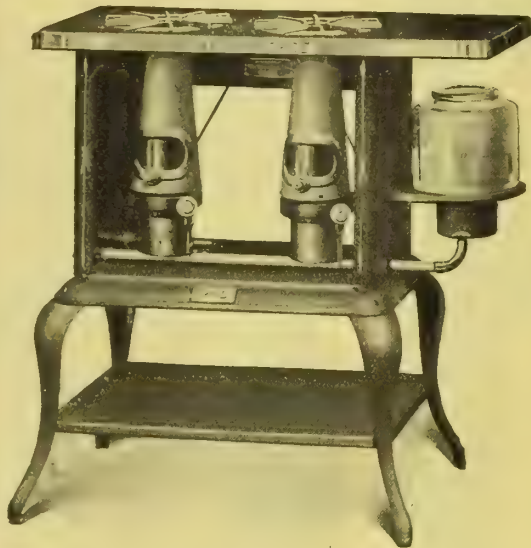
“North Star” Dry Cells

are the utmost in batteries.
Users are enthusiastic over the
tremendous service they receive.

**“The Western Battery
for the Western Need”**

Order from your jobber—he'll
ship you promptly.

**Canada Dry Cells
Limited
WINNIPEG, MAN.**



The New Process



The Standard

DAVIDSON'S

FOR

Gasoline and Oil Stoves

The New Process Blue Flame Oil Stove can be supplied in the two or three-burner style, with long or short chimney.

These stoves are equipped with glass tanks. They require very little care and attention and are guaranteed as to their efficiency.

They consume a minimum amount of fuel.

Standard Wickless Blue Flame Oil Stoves

An inexpensive stove, simple and easy to operate. Produces a Smokeless Blue Flame of intense heat.

Made in one, two and three-burner style.

The Thos. Davidson Manufacturing Company, Limited

Toronto

MONTREAL

Winnipeg

Every Minute Pays → YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra \$10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to day next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. C. G. Toronto, Can.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

A great number of our readers tell us they save many times the subscription price of Hardware and Metal, by following the advertising pages carefully, and getting in on the ground floor on new lines being put on the market. Do you read the advertising pages, and save money in like manner?

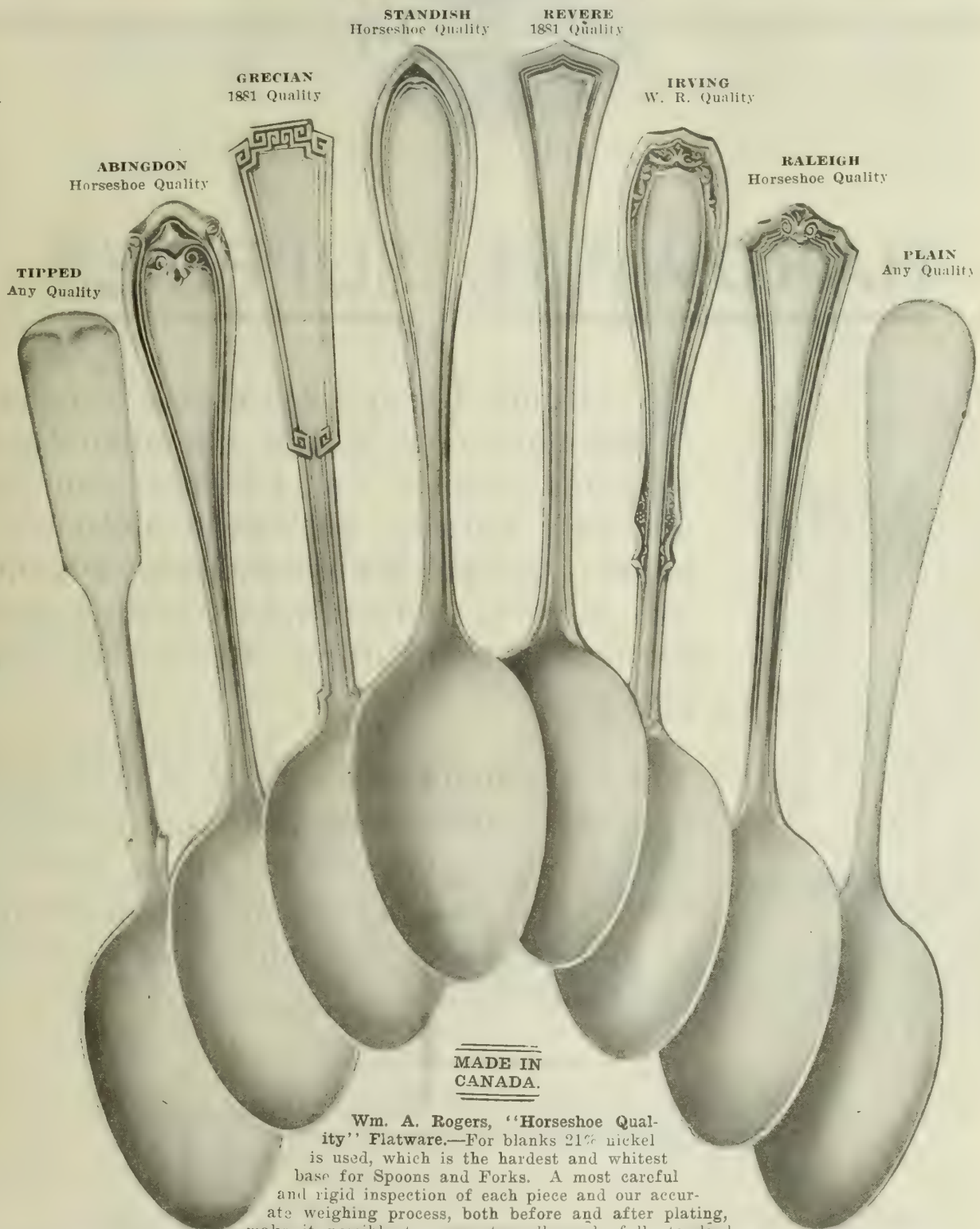
Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

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CANADIAN WM. A. ROGERS FLATWARE



**MADE IN
CANADA.**

Wm. A. Rogers, "Horseshoe Quality" Flatware.—For blanks 21% nickel is used, which is the hardest and whitest base for Spoons and Forks. A most careful and rigid inspection of each piece and our accurate weighing process, both before and after plating, make it possible to guarantee all goods full standard plate and unexcelled. The steel blanks for knives are forged from first quality crucible steel—all spring tempered.

1881—Rogers A1 Quality Flatware—This popular line is made of lighter weight blanks than the high-grade Horse-shoe Brand, but is guaranteed to be full standard or A1 Extra Plate upon the finest quality of 18% Nickel Silver Base.

W. R. Quality Flatware—We recommend these goods to dealers looking for a good medium-priced grade of new, desirable and up-to-date patterns.

FACTORIES & SALESROOMS:— KING ST. WEST, TORONTO

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HARDWARE SUPPLIES

Garden Hose
Lawn Hose
Water Hose
Rubber Belting
Duck Packing
Rubber Packing
Pure Gum Gaskets
Rubber Tubing
Plumbers' Supplies
Valve Washers
Jacket Coverings
Rubber Sheeting
Rubber Mats
Corrugated Mats
Stair Treads
Inlaid Tiling
Baby Carriage Tires
Jar Rings
Bath Curtains
Carriage Rugs
Carriage Covers
Horse Covers

IN buying Rubber Hardware Supplies manufactured by the Canadian Consolidated Rubber Co., Limited, you are not only getting a "Made-in-Canada" product, but you are assured every advantage in price and quality that our exceptional manufacturing facilities can give you.

The Canadian Consolidated Rubber Co., Limited, is the oldest and largest rubber manufacturing concern in Canada, and for sixty years has paid particular attention to making those specialties used by the Hardware Trade.

WRITE OUR NEAREST BRANCH FOR
CATALOGUE AND PRICE LIST.

Canadian Consolidated Rubber Co., Limited
Montreal, P.Q.

28 "Service" Branches Throughout Canada

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, MAY 6, 1916

No. 19

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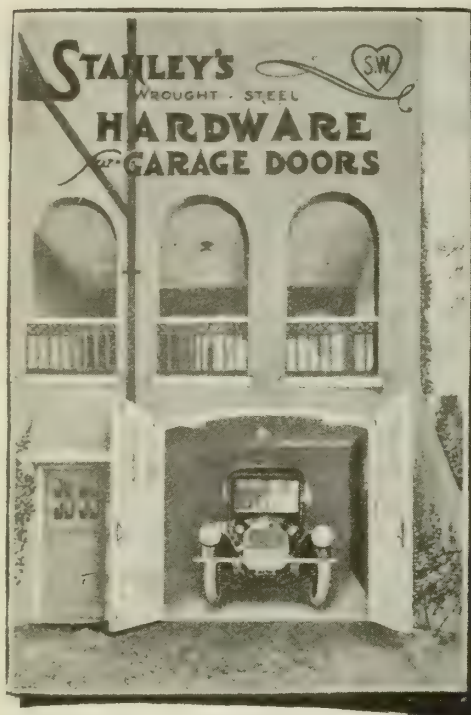
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We are doing, and will do, a great deal to help you sell Stanley Garage Hardware. May we tell you about this help?

Stanley Garage Hardware

THERE are *many* reasons why you will find it profitable to stock Stanley Hardware for Garage and heavy doors. Here are a few:—

Garage Hardware is a new branch of the builders' hardware business. It is still largely non-competitive; not in the nail class of goods. It is sold for a grade of work and to a class of people who can afford to pay you a liberal margin of profit.

Garage doors swung on Stanley hinges close weather tight and Stanley fastenings keep them so; a condition not possible in the case of sliding doors.

The Stanley garage door holder is of special interest. It is an arm of steel which holds back garage doors and prevents them from slamming, with possible damage to car.

Write to-day to our Service Department for Catalog.



Canadian Representatives:

A. MacFARLANE & CO. . Coristine Bldg., Montreal

The Substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited

Makers

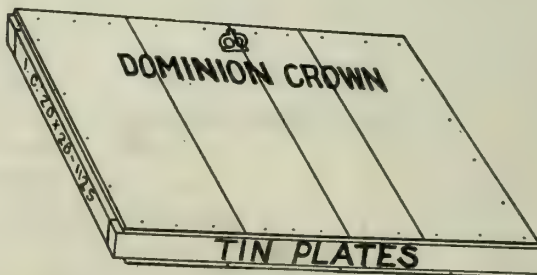
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited

MONTREAL

Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL

Expects Big Year in Accessories

Large Wholesale and Retail Firm Says Trend of Trade is Very Gratifying—Many Hardwaremen Interested—Fresh Crop of Season's Accessories and Many Improvements.

DEALERS in automobile accessories are looking forward to the best year's business they have ever had. Trade in this class of goods has already started off at such a pace it is very evident that the trade for the season will be large. "We look for a 25 to 50 per cent. increase over last year from the present trend of the trade," said a representative of one of the largest wholesale and retail motor accessory houses to Hardware and Metal.

"And last year was a good year. Sales are already going strong this year. We expect them to increase. There are two reasons, in our opinion, that are operating to make the present year a good one. First, there is the consideration of economy. Rather than get new cars this year many will have their old ones put in shipshape with new accessories. We notice this trend through the demand already for such articles as lighting systems and seat covers. These items, in our estimation, show that many old cars are being fitted up rather than being traded on new ones.

"Then there will be a greater number of cars in use than ever before. This naturally should make bigger business. Farmers through the mail order branch of our business evince a keenness to buy accessories this year. We note, too, that a great deal of interest is being manifested in motor accessories by hardwaremen. From the number of inquiries we are receiving in our wholesale department about these goods we are convinced that in a very short time fully 50 per cent. of the hardwaremen of Canada will be handling accessories. And it will not be a great distance into the future before an even larger percentage of the hardware dealers will take up with these lines," asserted the repre-

sentative of the wholesale and retail house in question.

Crop of Brand New Accessories

While there are many improvements on the standard lines of accessories in this season's list, there are also a number of entirely new accessories which are being placed before the public for the first time this spring. One of the most interesting devices being sold for the filling of the tank without the necessity of removing the cushion from the front seat. The opening for the tank filler runs to one of the front corners of the seat and can there take in the gasoline without even the occupant getting off the seat. This device also carries a measuring gauge to show the amount of gasoline in the tank.

An Automatic Mixer

A little device which it is claimed will give great efficiency to an engine is an attachment for automatically mix-

ing the air and gas in the proper proportions. Before this article was put on the market it was left to the judgment of the driver as to when the air mixer was working properly. As a result considerable trouble has been frequent in that particular part of the car. It is claimed the device will increase the power, save gasoline, increase the speed at least five miles an hour, make the motor run cool and help keep the spark plugs clean.

Chance for Another Ford Joke

Many of the new accessories are for the Ford car. Another to be named is the tilting steering wheel. In this device the size of the steering wheel is increased from the car manufacturer's size of 15 inches to 17 inches in diameter. The special claim for this size of wheel is that it gives greater leverage and consequently makes steering easier. With the tilting device the larger wheel can be thrown up out of the way to provide an easy entrance and exit from either side. When the wheel is lowered into the driving position it locks automatically. The idea has been used on some of the highest-priced cars, and has been adapted as an accessory for the make of car in question. Query: Why has the Ford so many accessories built by concerns other than the manufacturers of the car? Is there a chance for another Ford joke here?

Bottled Up Wind

One of the unique little instruments put on the market for the first time this year is a tire inflator. It is made in various sizes and carries enough wind to "blow up" any tire. The size of the inflator is selected according to the size of the tire. The largest size is

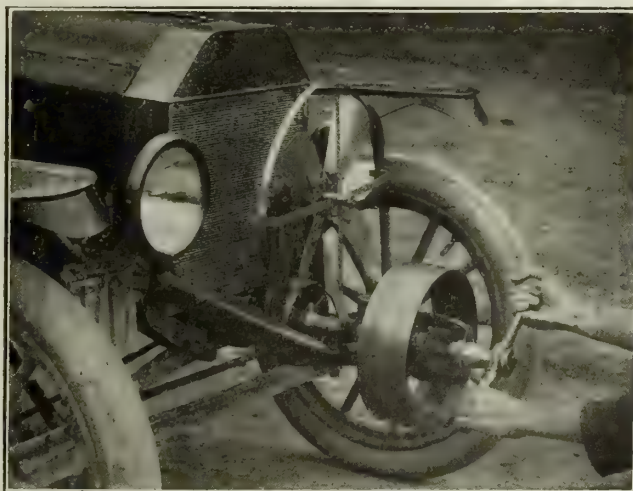
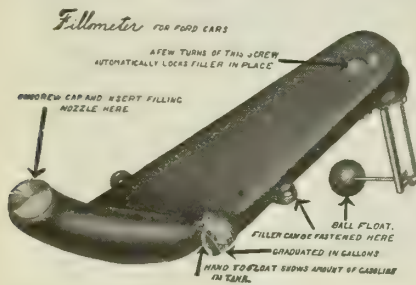


Illustration shows device for attachment to cars in order to turn the engine to good uses in other lines such as grain grinders, fanning mills, grindstones, churns, root pulpers. This article is being handled for the first time by accessory dealers this year.

four or five inches in length, and contains just enough "blow up" material to make the tire tight. The cylinder is filled with compressed dehydrated carbonic acid gas, and it is claimed it will inflate a tire in less time than it takes to say: "So

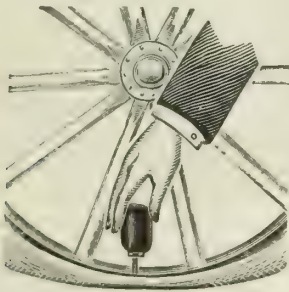


New device for filling tank underneath seat of car without necessity of removing the seat cushion. The mouth of the filler protrudes at one of the front corners of the cushion.

help me Jimmy Flinch!" By screwing on to the valve enough air is released instantly to bring the tire up to full pressure. These inflators can be recharged for five cents each. The original cost of the article is, of course, a trifle more than that amount.

No More Dim Lights

Still another device for the car about which so many jokes have been made is one for making the lighting system hold a uniform light at all speeds. In the past, it is asserted, the light varies with the speed of the engine. At the time the



An inflator for tires which carries enough compressed dehydrated carbonic acid gas to inflate a tire is one of the new accessories this year. The manufacturers assert that it will expand a tire in an instant of time.

light is most needed—when the car is going slowly over a rough road or up a hill—the lights grow dim on the reduced speed. The new device is a special type impedance coil which equalizes the flow of the current, thereby keeping the lights constant at all speeds.

To Utilize Engine for Farm Work

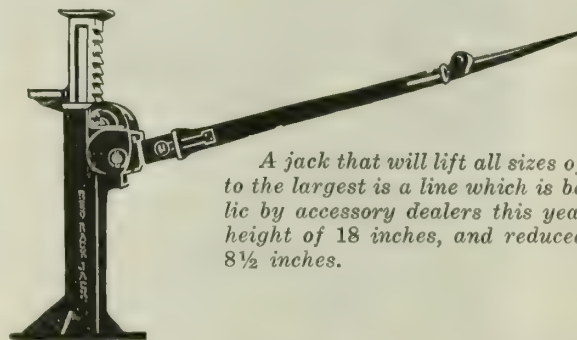
There is scarcely a car that is made the butt of so many things—from jokes to general utility maid—as our old friend "tin lizzie," to use the endearing term of the Far West applied to Henry the Peacemaker's product. This attachment

is used for every kind of belt work on such machines as grain grinders, fanning mills, grain separators, wood saws, churns, water pumps, hay presses, ensilage cutters, grindstones, root pulpers, concrete mixers, oat flakers, machine shops, straw cutters, emery stands. It fastens to the front of the car with bolts already there, and can be removed quicker than it takes to unharness a horse. The pulley wheel is a slip pulley, and is controlled with a clutch. The clutch permits of engine being started separately. When the clutch is engaged, the pulley



Accessory dealers are this year showing a new Skid-grip Tire for the first time. It is claimed for this tire that it grips with a pointed surface and so holds fast.

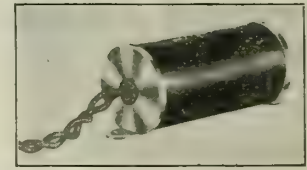
wheel revolves. This device has been on the market before, but this is the first year that it has been handled by accessory dealers. It has now become a democratic institution.



One Jack For All Cars

The idea of a jack is not new, of course. But to have one that will do lifting jobs on all sizes of cars is new

this year. Its normal height is 11 inches; elevated to maximum height it is 18 inches, and can be reduced to a minimum height of 8½ inches by the use of the front axle step or auxiliary lift.



This device is designed to give an even light to headlights at all speeds. Trouble has been experienced in the past with some cars in that the lighting systems gave a dim light when the car was going slow through dangerous places just at the time when much light was needed.



GRANBY'S NEW RAILWAY Direct Electric Connection Established With Montreal

By the extension of the Montreal and Southern Counties railway the town of Granby, Que., has now direct electric connection with the city of Montreal. Commodious, high powered, cars are operated over fifty miles of splendid road-bed on a standard railway schedule and provide a convenient service for the transportation of both passengers and freight. The new road means much to Granby and the town took a day off for the celebration of the arrival of the first train and official party which were given a fine reception. A formal address of welcome, an auto tour of the town through residential, business and industrial sections and a public meeting in the town hall were features of the day. The trend of public expression of Granby citizens was not only of congratulation on what had been accomplished but of desire for the completion of the road to Sherbrooke. The continuation of the project to the metropolis of the Eastern Townships is looked for as soon as financial conditions permit.

Nelson Mitchell president of the

Granby board of trade and prominent in the town as a hardware merchant was one of the principal speakers at the public meeting.

Advertising Cheap Unless Misplaced

*Montreal Hardware Firm Uses Various Methods to Increase Paint Sales—
How Customers Commented on Paint Stock Moved From Rear
to Front of Store*

An authorized interview by a Hardware and Metal representative with A. H. Bedard,
Manager Westmount store of the Philbin Hardware Co., Montreal, Que.

WE depend upon color cards and paint literature as the chief means of reaching the public. We do not use mailing lists other than the one developed by the mailing of accounts which we use religiously for the distribution of literature and color cards. Parcels are used in the same way, and every one that goes out of the store includes in its contents a color card or literature of some kind unless we know that that particular customer already has received the same at an earlier date.

Not Expensive Advertising

A traveler asked me the other day if this was not an expensive form of advertising. I made the point that advertising is only expensive when it is misplaced and that if sales returns are in proportion to the expenditure of advertising effort, it cannot be expensive. And this method is our chief reliance in the development of our paint business. We try to get a color card in every home.

If a woman comes into the store and asks for a certain paint that we do not carry, we invariably give her our color card even though she gives every indication of having her mind made up to the other paint. If she has to order later over the phone, there is only one paint she will buy—the one the color card of which is in her hand to match the order by, and not the paint she used last year because not having the descriptive literature she cannot easily explain her wants.

Color Cards for Women

We find that women rely more than men upon these cards in their ordering and it is always conducive to business to have one at her elbow.

Varnish Demonstrations

In the sale of varnishes we find a demonstration is the one best bet in the case of doubtful and hesitating customers. If we can't sell them a can: we give them one, even though it is only a small one. We want them to try our goods, at our expense and sell themselves—as they do repeatedly. We also carry out the same idea in another way, frequently with those who come in and ask for a brand that we do not carry. A wonderfully good method for such cases is to open a tin and let the customer, as in the other case, apply the varnish himself. He will usually wind up by buying it if for no other reason than that the tin has been opened for him. And if he does not buy, that can of varnish can serve for a "demonstration tin," until

it is all used up. But to get the customer to use the article himself is to my mind the basis of selling to a stubborn prospect.

Volume of Prices

Curtailling, though it does the use of paint, the high price is being better received by customers than seemed probable at first. They say "It's too bad but it can't be helped." And that is a state of mind that it is well to take advantage of and turn into a sales asset. We make special inducements to large buyers, but we never cut prices. To illustrate, a man asked me to-day as to the price of paint. I named the regular list price, and then as an afterthought asked him how much he would use. "Oh," he said, "when I start in to paint one thing, I wind up by painting all, so I guess I'll need fifteen gallons anyhow." So I shaded the price to him on that basis and that one alone, namely that the buyer of fifteen gallons is entitled to a better price than the man who buys only a quart. It's the difference between price-cutting and merchandising.

Location and Size

A feature in the development of our sales has been the moving of the paint stock from the rear of the store to the front. Although the stock is of the same size, people often say, "You carry a big stock of paint, don't you? Bigger than you used to?" In fact it is the same size of stock exactly, but a different arrangement and a freer display of it attracts considerably more attention. It is very easy for the public to think that a merchant carries a very small stock when in reality he carries a large one—but not where it can be seen.



Seeing It In Black and White

Did you ever try jotting down your ideas in black and white so that you might visualize them and get a new perspective on them? It will give you time to mill them over in your mind. You can refer to them in odd and idle moments. Thinking of them so often will breed a whole family of ideas from the parent group. When you trust to your memory, you trust to a broken reed.

Strike While the Iron is Hot

A hunch that is played while it is hot is flexible and easily beaten into the shape that business necessitates. Left to cool, the idea becomes brittle and unyielding to the demands of the requirements of the case.

THE FARMER AND THE PAINT TRADE

By Andrew Jackman.

THERE'S money for the farmer in paint. Incidentally there's lining for the hardware merchant's money till in cultivating the paint trade with the farmer. The wideawake farmer is aware of the advantages of paint, yet he is still possessed of the notion that paint is valuable, mainly because it adds to the appearance of his farm equipment. While much is to be said in favor of the decorative value of paint, its main value is as a preservative. The farmer may be shown this by sawing a board in halves, thoroughly painting one half and leaving the other unpainted. The difference in the halves as weather resisters will be apparent at once and the application to the farmer's binder and seeder and his frame buildings is obvious.

The same principle holds in regard to the farmer's iron implements. The oxygen of the air has a way of attacking iron that is exposed to air and moisture. This involves the loosening of bolts and the weakening of machinery. A coat of paint prevents all this. The hardware merchant has not far to look for an illustration of the destructive power of rust.

An exhibit that will attract and interest is the hanging in the window of a set of whiffle trees, bare and barren of all paint. To the exhibit attach a card: "Watch us next week." On Saturday night let the exhibit be carefully sandpapered and given a thorough coat of paint. By Monday morning the exhibit will be sufficiently dry to repaint and to be re-hung in the window with the card: "See our new coat. We dress in Blank's Farm Paint." Along with the exhibit should go a display of the paint advertised.

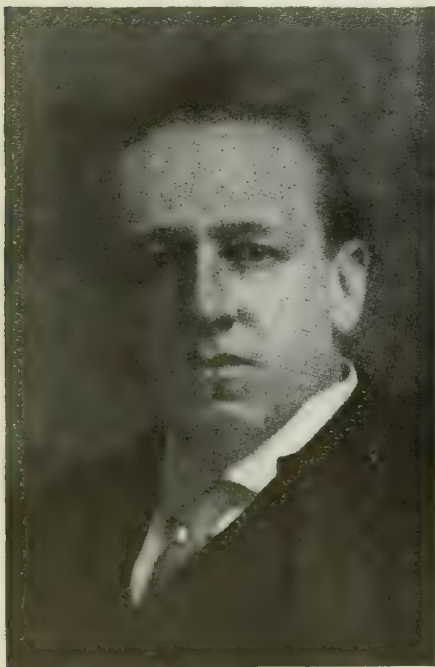
Every opportunity should be made use of to impress upon the farmer that there is a great deal of painting that he can do for himself. This will be so much additional gain in sales as the use for paint in this way will be the forerunner of work for the professional painter. Farm wagons, harrows, plows, indeed, all farm implements may have years added to their usefulness by the liberal use of paint.

The merchant must be careful to recommend none but the best of materials as the farmer has a way of keeping clear of the dealer who deceives him. A little instruction as to sandpapering and the necessity of care in rubbing in well and of giving time for drying will be time well spent, as the farmer likes to feel that he has done a good job and has received good value for his money.

From Clerk to Steel Company Manager

F. H. Whitton Named as New Directing Head of \$25,000,000 Corporation—Robert Hobson is President and C. S. Wilcox Chairman of Board of Directors

FROM a clerk in a railway office to general manager of a \$25,000,000 corporation in the period of thirty-nine years is the record of the new general manager of the Steel Company of Canada. At the annual meeting of the company held in Hamilton on April 25 a new position was created, namely, chairman of the board of directors, and the president of the company, Charles S. Wilcox, was advanced to the



FRANCIS H. WHITTON

Elected general manager of the Steel Company of Canada at the annual meeting of the company in Hamilton on April 25

new office. Robert Hobson, who held the position of vice-president and general manager of the Steel Company of Canada, was made president of the company, and Francis H. Whitton, who was assistant general manager, was made general manager.

"We take our promotions rather lightly," said Mr. Whitton to a Hardware and Metal representative who called at the general office of the company at Hamilton on Tuesday of this week. "I cannot see that any member of the staff has yet found it necessary to purchase a new hat. But I have secured a new pair of shoes," he returned as he glanced at his feet, smiling the while. The shoes looked like a heavy pair of army boots. "Things will move along about as they have in the past. We are too busy to stop to think over our ad-

vancement. It has come as a matter of course, and we will do our best, as we have in the past, to merit the trust."

That "best" for Mr. Whitton means tireless, aggressive, steam-hammer methods of working. He has never spared himself. Among his close associates he has the reputation of being one of the hardest workers in the Steel Company. Because he has led the way he has been able to draw out the best in those who have worked with him toward the success of the company. With Robert Hobson as a working mate in the general management of the business the Steel Company of Canada has been assured of success.

As an evidence of what the company has done within recent times, it might be said that the profits for the year ending December 31, 1915, amounted to \$3,230,452.36. The cost of the works owned and operated by the company reaches the total of \$24,528,087.71. There was in addition at the time of stock-taking raw materials and finished products of a value of \$5,725,777.37, and accounts and bills receivable and cash on hand which brings the assets of the company up to \$34,583,110.37.

The company is capitalized at \$25,000,000, and of this amount stock in preferred and common has been issued to the value of \$17,996,000. The profits of the company during the year 1915 were disposed of by allotting \$531,000 as interest on the bonds, \$454,741 as preferred stock dividends, \$400,000 was credited to the fund for depreciation, renewals and improvements to plant, \$88,500 to bond sinking fund, and \$1,756,211.36 to the profit and loss account.

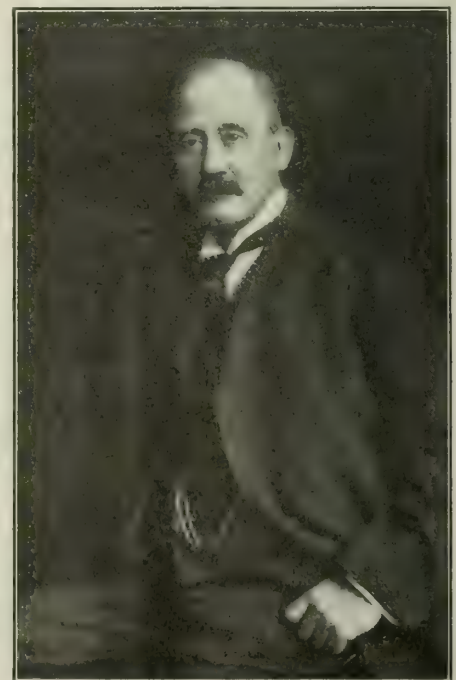
In his annual report to the directors of the company, C. S. Wilcox, then president, reported on the business of 1915 as follows: "The results of our business during the first four months of the year were not satisfactory, but towards the end of April a heavy demand set in, due to changed business conditions and the requirements for war purposes, and for the balance of the year our plants have been very fully employed at better prices than have been received for a number of years past."

It will be seen, therefore, that the business of the Steel Company of Canada, is of no mean dimensions. The officers in charge of such a concern have no small task. With the new disposition of offices there is every indication that the company is better prepared to take care of its expanding business. Under war conditions there has necessarily been an

expansion of the plant to take care of the orders for shells. When the war is over the plant now utilized on munitions will be turned to other uses, and so the scope and facilities of the organization will have been greatly increased.

Steel Company Organized in 1910

The Steel Company of Canada was organized in 1910 as the result of an amalgamation of five well-known concerns—the Hamilton Steel & Iron Co., Hamilton; the Montreal Rolling Mills Company, Montreal; the Canada Screw Company, Hamilton; the Dominion Wire Manufacturing Company, Montreal; the Canada Bolt & Nut Company, Toronto. Sir Max Aitken, now the official eyewitness with the Canadian forces in France, was one of the moving spirits in effecting the organization of the new and larger company. As president of the Royal Securities Corporation of Montreal, he had taken the initiative in the project. He had previously shown his ability for big things by the able manner in which he carried through the Canada Cement and a little later the Canadian Car & Foundry consolidations. When it became known that he was at work on the consolidation of the larger steel manufacturing concerns, financial

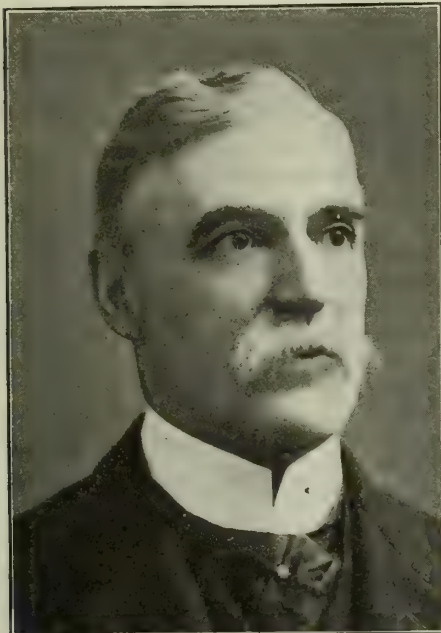


CHARLES S. WILCOX

Elected chairman of the board of directors at the annual meeting of the Steel Company of Canada on April 25

interests throughout Canada felt that his efforts were likely to be crowned with success.

The public was made aware of the project under way when it became known that a syndicate headed by Sir Edward Clouston and Sir Max Aitken had purchased the control of the Montreal Rol-



ROBERT HOBSON

President of the Steel Company of Canada, having been appointed to that position at the annual meeting in Hamilton. Mr. Hobson was formerly vice-president and general manager

ling Mills, the largest concern of its kind in the Province of Quebec, and had concluded arrangements with the Farrel interests of New York for the purchase outright of the Dominion Wire Manufacturing Company.

As the plans were rounded out the Hamilton Steel & Iron Company, headed by C. S. Wilcox and Robert Hobson, and the Canada Screw Company, with Cyrus S. Birge as president and Francis H. Whitton as general manager, were brought into the new concern. The Canada Bolt & Nut Company brought to the organization such men as Garnet P. Grant and T. H. Watson, managing director of the latter concern.

Mr. Whitton as Railway Clerk

The Canada Screw Company was the oldest plant in the consolidation, having been established in 1866. It was located in Hamilton. The Canada Screw Company had joined forces with the Ontario Tack Company in 1907, and the business was continued under the name of the Canada Screw Company, with Mr. Birge as president, and Mr. Whitton as general manager. Prior to that time, Mr. Whitton had organized the Ontario Tack Company in 1887, and in the capacity of manager had conducted it for twenty

years until the amalgamation with the Canada Screw Company. The record of his doings prior to that time form an interesting chapter, and give some indication of the fibre of the man. He was born in England and came to Canada in 1877. His first position was with the clerical staff of the Grand Trunk Railway. From that he went to the Louisville & Nashville Railway in the capacity of secretary in the passenger department. In 1880 he accepted the position of secretary with the Chicago Malleable Iron Company at Chicago, where he remained for seven years. On leaving this concern he organized the Ontario Tack Company.

Robert Hobson Also a Railroad Man

Robert Hobson, now president of the Steel Company of Canada, also commenced his business career with a railway company. He was born at Guelph, Ontario, and entered the engineering department of the Great Western Railway Company. Later he joined the engineering staff of the Grand Trunk Railway, which position he left to join the Hamilton Blast Furnace Company as secretary. On the amalgamation of that company with the Ontario Rolling Mills Company the new concern was known as the Hamilton Steel & Iron Company, of which he became secretary. On the organization of the Steel Company of Canada he became general manager and was appointed vice-president about three years ago. *1916*

C. S. Wilcox, the new chairman of the board of directors, was originally the general manager of the Ontario Rolling Mills Company. On the organization of the Hamilton Steel & Iron Company he became general manager of that concern and with the formation of the Steel Company of Canada was made president.

The secretary and treasurer of the Steel Company of Canada is H. H. Champ. He was first connected with the Ontario Rolling Mills Company, and on the formation of the Hamilton Steel & Iron Company was given the position of accountant, and afterwards was made secretary to the company. On the formation of the Steel Company of Canada he was made secretary and treasurer, which position he still holds. The directors of the company are:

Charles Alexander, Providence, R.I.; Cyrus A. Birge, Hamilton; Lloyd Harris, Brantford; Robert Hobson, Hamilton; W. D. Matthews, Toronto; Ross H. McMaster, Montreal; Hon. John Milne, Hamilton; Sir Edmund B. Osler, M.P., Toronto; A. J. Brown, K.C., Montreal; F. H. Whitton, Hamilton; Charles S. Wilcox, Hamilton. Under the new arrangement of offices the disposition is as follows:

Charles S. Wilcox, chairman of the board; Robert Hobson, president; Cyrus

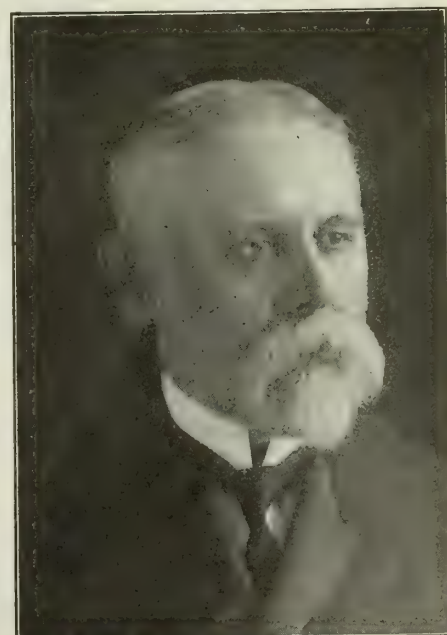
A. Birge, vice-president; F. H. Whitton, general manager; Ross H. McMaster, assistant general manager; H. H. Champ, secretary-treasurer.

SERVICE FROM TRADE PAPERS

In an address before the New York Trade and Press Association on April 28, Dr. Edward Ewing Pratt, chief of the Bureau of Foreign and Domestic Commerce of the United States urged a more complete co-operation between the trade papers and his bureau. In setting forth the value of the trade papers, Dr. Pratt said:

"In the first place, we need your help in determining what studies ought to be made. We have often received the most expert assistance from the trade papers, and we want it just as often as we can get it. We also need your help in determining how studies in foreign commercial fields should be carried on. We need your help in finding the right kind of men to make investigations. That is no easy task, for we require men who combine knowledge of foreign languages and technical training with reportorial ability. The trade papers ought to be able to put us in touch with first-rate men. After the reports are written you can help us by criticising them and assisting us to separate the essential from the non-essential. And, finally, we need your help in placing the information before the people who need it.

"The bureau, on the other hand, can help the trade papers by supplying them with the best of foreign-trade copy. This matter of using our copy is an important one, and it is a matter that I want to talk over carefully with the members of your association. I shall welcome any suggestions from any members."



CYRUS A. BIRGE

Vice-president of the Steel Company of Canada.

Clean Up, Paint Up Campaign Now On

Citizens of Hamilton and Winnipeg Have Been Devoting Their Energies to This Work During Past Week—Hardwaremen and all Retail Merchants are Co-operating—Newspapers Giving Much Space to Movement

CLEAN-UP and Paint-up is on in full swing in many of the cities of Canada this week. Hamilton has had a most successful week. In that city the movement was taken up through the initiative of the Board of Trade. Hamilton was one of the first cities to start the clean-up and paint-up movement in Canada, having undertaken it first in 1912, and has continued it each year since then. Winnipeg is also devoting much attention to the movement, the campaign in that city is extending over a period of ten days, starting from the first of May.

In both of these cities the hardware merchants and retail merchants in general have given their assistance to the movement by featuring in their advertisements and window displays the clean-up and paint-up materials. The newspapers have given considerable space to the movement, the Winnipeg papers devoting entire sections of their papers to news relating to the campaign and to advertisements bearing on the subject.

In Hamilton the day schools and Sabbath schools were asked to assist in the movement. Lessons were prepared for the teachers and a fifteen-minute talk was given to the pupils on the necessity for a clean-up and paint-up week. Slides were also used in the moving picture houses. Cartoons were run in the daily papers. All of the merchants featured the idea in their advertisements. Posters were hung in some of the hardware windows, which read as follows:

"Make Our Town Beautiful by Making Your Home Beautiful."

"Cleanliness and Thrift and Civic Pride the Essentials for Homes and Towns Beautiful."

In the windows of the Board of Trade building, posters placed on the sides of street cars and delivery wagons read: "This Is Clean-up Week: Get Busy." The campaign was undertaken under the energetic leadership of the Board of Trade. Letters were sent to the merchants, to the school teachers and to the Sabbath school teachers during the week

preceding. The one to the merchants called attention to the necessity of stimulating the sale of articles for the purpose. It read:

Hamilton, Can., April 25, 1916.

CLEAN-UP AND PAINT-UP WEEK
Dear Sir:

May 1st to 6th, will be Clean-up and Paint-up Week in Hamilton.

Let's make the campaign effective.

cleaning up and keeping clean means the prevention of fires, the protection of health, and the preliminary steps of the city beautiful.

Every member is urged to co-operate.

You are earnestly requested to start the cleaning-up process both indoors and out. Get rid of the accumulation of rubbish. Make the front and back yard tidy; and don't forget the alley. In short make a vigorous attack on dirt and waste of every description. Start to-day.

Yours faithfully,

T. L. BROWN,

Secretary Board of Trade.

School Teachers Co-operated

The Board of Trade recognized the value of stirring up enthusiasm among the school children. To this end a fifteen-minute talk was arranged for the teachers and a letter was submitted to each one requesting their co-operation in making the movement a success. The letter follows:

Hamilton, Can., April 27, 1916.
Dear Sir or Madam:

The Civic Improvement Committee of the Hamilton Board of Trade, with the approval of the Board of Education, requests that each teacher in the Hamilton Public schools will, on Monday, May 1st, give a fifteen-minute talk to their pupils in relation to Hamilton Clean-up Week which will commence on Monday, May 1st, 1916.

The Hamilton Board of Works has arranged for extra facilities for collections as outlined in the accompanying schedule. Kindly refer to the daily papers for further particulars.

Let the children all assist in cleaning up the yards, alleys, and cellars. A clean city means a more healthy city, a more

pleasant city to live in and a more pleasing place for our friends to visit. Let every child look forward to Clean-up Week which comes every year in the beautiful month of May.

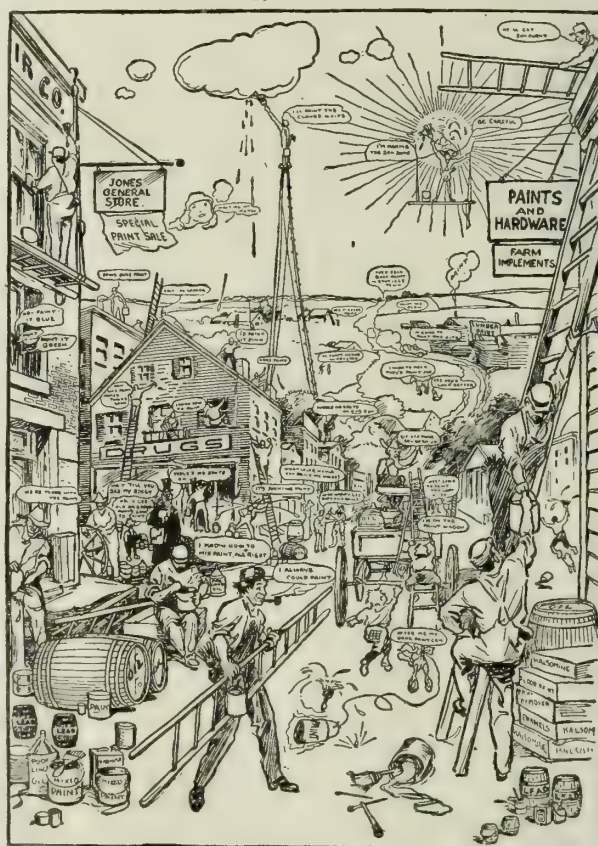
Thanking you in advance for your co-operation, I am,

Yours very truly,

T. L. BROWN,

Secretary Board of Trade.

It's "Clean Up and Paint Up" Time



This is the Way They Have Been Doing the Paint-Up Act in Hamilton This Week. A general clean-up movement was inaugurated under the leadership of the Hamilton Board of Trade. The clean-up movement is reported as being a big success.

Merchants can stimulate the sale of all articles which suggest usage for the occasion and at the same time render valuable service by providing suitable window displays and referring to Clean-up Week in their advertising—beginning now.

There is no limit to the benefits obtained, not only because the movement creates a wholesome activity in all lines of business, but because the habit of

Sabbath Schools Help

The Sabbath schools were asked to weave the gospel of cleanliness into the lessons on the Sunday preceding the clean-up and paint-up week. This further aroused interest in the movement through the children. Letters which were sent to the teachers said:

Hamilton, Can., April 28, 1916.

Dear Sir:

The Board of Trade has decided to hold its fifth annual clean-up campaign May 1st to 6th inclusive, and I am desired by our committee in charge to urge the valued co-operation of Sunday school superintendents throughout the city in making the movement a success.

Would you kindly weave the gospel of cleanliness into your lesson on Sunday next? We feel sure that some sound, practical advice from you would be effective in creating interest in the campaign and would serve to impress the children with the importance of making our city a cleaner, healthier, and more attractive place in which to live.

Cleaning up means not only the protection of health and the preliminary steps to the city beautiful but it is a big factor in the prevention of fires. Children can help by removing rubbish accumulated in the attic of their homes; they can make their yards tidy and trim; they can clean alleys and in many other ways help in the good work.

May we count on your assistance?

Your very truly,

T. L. BROWN,

Secretary Board of Trade.

Winnipeg Making Big Efforts

If the amount of space devoted to the movement by the Winnipeg papers is a criterion of the enthusiasm of the citizens in general they are without doubt having a most successful clean-up and paint-up week. An entire section of one of the daily papers, comprising eight pages, was given over to the movement. The city officials are assisting in the work and 200 men and 135 teams will be at work helping to make the city a cleaner and better place in which to live. The proclamation of the Mayor of Winnipeg is as follows:

PROCLAMATION

Whereas the Council of the City of Winnipeg, by resolution, authorizes the mayor to issue a proclamation calling upon all citizens to assist in the movement for an annual spring clean-up to improve the appearance and health of our city;

Now, therefore, I, R. D. Waugh, Mayor of the City of Winnipeg, respectfully solicit the personal co-operation and assistance of all citizens to clean up and get rid of all combustible and incombustible refuse of the city. If everybody co-operates in this undertaking, which is worthy of the endeavor of every

ratepayer, and collects the refuse, the Health Department will as rapidly as possible, remove it, and in this way a good deal of scavenging and clean-up expense can be avoided. It is urgently desirable that everybody should lend a hand in keeping our city clean, beautiful and healthful.

It is not necessary to wait until "Clean-up" Week (May 1st to 10th), DO IT NOW.

Given under my hand, at the City of Winnipeg, this 25th days of April, A.D. 1916.

"God Save the King."

R. D. WAUGH, Mayor.

What Other Cities Are Doing

Montreal will hold a clean-up and paint-up week from May 14 to 20 in-

ANOTHER GENERAL ADVANCING



This was the way one of the Winnipeg newspapers admonished the people to undertake the Clean Up and Paint Up campaign. The original cartoon was three columns in width and made a fine display.

clusive, and a big program has been arranged. There the work will be carried out systematically, beginning with a sermon in the city churches on the Sunday preceding. Monday will be the fire prevention day, Tuesday front yard day, Wednesday back yard day, Thursday sanitation day, Friday paint-up day and Saturday children's day. The large cities and smaller towns in the United States are also directing their energies toward the end of a clean-up and paint-up week. Washington, Chicago and Boston have extensive campaigns outlined.

But it is not alone the large cities which are showing the most enthusiasm over the matter. Even the smaller towns and villages of Canada are doing their part. Those who have not yet undertaken anything in this line should not lose any time in getting the movement under way.

RULES FOR FIGURING COSTS AND PROFITS

An authority recommends the following rules for figuring costs and profits:

The following rules for figuring the costs and profits are recommended:

1.—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2.—Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3.—Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4.—Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5.—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6.—Charge amounts donated or subscriptions paid.

7.—Charge all fixed expenses, such as taxes, insurance, trade papers, water, light, fuel, etc.

8.—Charge all incidental expenses, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9.—Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10.—Charge collection expenses.

11.—Charge any other expense not enumerated above.

12.—When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13.—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitors as well.

Accessories a Logical Hardware Line

Manufacturers and Jobbers are Desirous of Diverting Trade From Garage Men to Hardware Merchant—Necessity for Large Stock Can be Obviated—There is a Universal Want for Accessories—Opportunity for Small Town Dealer

Every hardware dealer carries auto accessories. The statement stands without qualifications. The accessory line may be divided into three classes, of which the first is included in every hardware stock. The three groups may be divided as follows:—Automobile hardware, automobile parts, and service parts. The three sub-divisions would be divided as follows:—

AUTOMOBILE HARDWARE

Tool kits, boxes and bags.
Stillson, S. spanner, engineers' and machinists' wrenches.
Machinists' hammers.
Wrench sets.
Punches, chisels, drills and files.
Gasoline, oils and jacks.
Tape, metal polishes, dressings and enamels.
Pliers, screw-drivers and scrapers.
Repair outfits and machine shop supplies.
Torches and solder and grinding compound.
Hack saw blades, gauges and brushes.
Rubber tubing and cements.
Lamp accessories and radiator ornaments.
Flashlights, gaskets, hose clamps and hose.

AUTOMOBILE PARTS

Anti skid chains and shock absorbers.
Spark plugs, coils and plug accessories.
Reeds, rails, horns and lamps.
Tires and accessories and blowout patches.
Windshields and foot-pedals.
Goggles and mirrors.
Carbides and gas bags.
Automobile clocks and speed indicators.
Sockets, receptacles and switches.
Cables, timers, oil cups and valves.
Pumps and tubing oilers.

SERVICE PARTS

Storage batteries and rectifiers.
Small motors.
Ignition batteries and spark coils.
Magnetos and covers.
Hot air outfit.
Carburetors and parts.
Vacuum gasoline systems.
Gasoline strainers.

THE list might be carried on indefinitely, but the proportion would be the same. What may be called automobile hardware would prove to be in the majority throughout the list. So to add to this line and include the whole is as logical as to add to a line of nails or tools. Not to add to it is as illogical as to refuse to carry but a few sizes of nails or screws, or to carry hammers in stock and refuse to carry saws. Why carry dog chains, cow chains and log chains and refuse to carry anti-skid chains? The demand for the latter is vastly outgrowing that of some of the others.

Every dealer knows how one sale leads to another, and it is as true of automobile accessories as of builders' hardware, that the man who buys one thing to-day comes back for another to-morrow. There is no better trade feeder than gasoline and oils, both for price featuring and general advertising purposes. It serves as a connecting link between the retailer and the buyer of all lines of hardware, automobile or otherwise.

It is in adding the articles included in the second group to the hardware stock that the greatest opportunity in proportion to outlay is promised. These are parts that are part and parcel of the automobile trade that has previously gone to the garage man. Now all the signs point to this line becoming one of the chief hardware lines of this country,

as it already is in the United States. All manufacturers and jobbers know it, and some few wise hardwaremen likewise do.

It is stated by the manufacturers and the jobbers that they must now seek to divert the marketing of their product from the hands of the garage men into its natural outlet—the hardware trade. There is no equivocation about this. The admission is frankly made that the former method has proven a failure through the financial instability of its instrument of distribution—the garage man.

It is pointed out that the more expensive of these lines need not be carried in stock at all; a catalogue will do the work, or at most one set each of the more important parts. And it is urged by the chief dealers in these parts that the chief necessity is of having a wide range of articles and a limited number of each so that non-selling lines will not be a source of loss. In this way every care can be met and monthly repeat orders will care for upkeep of stock.

The opportunities are unlimited. The owner probably thinks he can do without accessories. But once the joy of ownership pervades his being, he finds himself swamped in a rush of desires for the luxuries of self-starters, clocks and indicators, to say nothing of actual necessities like non-skid chains, lamps, license-holders, etc. Great companies have been organized and exist solely on the strength

of this universal want for accessories. And the filling of it is open to both city and country hardware dealers. Each, bothered only by his own problems, can see the opportunity that lies at the hand of the other. The country dealer says: "There aren't enough cars here. Now if I were in the city. There's the chance." The city dealer says: "There are too many garage men here now. If I were in the country, where they go to the hardware store for everything, and where more people are buying cars all the time. I'd——" The garage man is not real competition. He is only a stimulant. He caters to a special want: the hardware man to many wants, so that he has ten chances to the garage man's one; can reach a larger clientele, and hence sell more efficiently.

Of the two, the country and small town dealer undoubtedly has the greatest opportunity, even though there are only a few cars in his neighborhood. The jobber is being driven into his very arms and knows it. In consequence, he is making the line more attractive and more fitted to the hardware trade. He carries bigger stocks, so that the dealer can carry lighter ones, and so be protected against the frequent change of fashions in accessories, for they are as variable as women's clothes.

The third group of service parts is a straight service proposition that implies a larger outlay and some technical know-

ledge, as against a complete lack of that need in the straight accessory line. These goods are active, even though they do not have as rapid a turnover as the others, and the profit, of course, is in proportion to the added necessary knowledge and outlay. This knowledge may be picked up in a thirty days' course, that is frequently offered free by some jobbers. The education of one clerk to these service needs is all that is necessary in even a fairly large store.

Good Talking Points

These lines offer some of the best talking points imaginable. They represent the latest and best effort of the world's genius for machinery and mechanical production. As such, they are replete with outstanding qualifications. Lamps, for instance, are offered proof against jar and wind, dust and water, and guaranteed to give service under any and all conditions. That is more than can be said for a nail or a tin pan. The manufacturers' guarantees have added greatly to the sales possibilities of all these lines.

They are unequalled as a display line, made largely of steel, nickel, brass and glass as they are, and rank with cutlery for window advertising. And that it is insisted is the chief source of sales, to push this line constantly in the window and let people, both regular customers and passing motorists, know that inside behind the glittering window is a full line of all motor necessities. There does not exist its equal in any trade to-day.



WELL-KNOWN TOOLMAKER IS HONORED

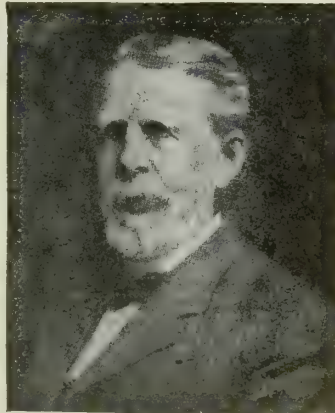
On Occasion of Celebration of 80th Birthday of L. S. Starrett His Interesting Career Is Recalled — Received Eighty Roses From His Employees—Remembered by Friends in Far Places

Tuesday, April 25, was the 80th anniversary of the birth of L. S. Starrett, president of the L. S. Starrett Company. The day was made enjoyable for this benevolent resident of Athol, Mass. Besides showers of post card greetings, congratulatory telegrams, gifts and personal congratulations, he was presented with eighty beautiful roses from the employees of the main and superintendents' offices and the shipping room. The presentation was made by Frank E. Wing, treasurer of the company. In referring to the incident, the Athol, Mass., Chronicle of April 27, gave the address and Mr. Starrett's reply:

Born on Maine Farm

Mr. Starrett—It seems a long time,—it is a long time as human lives go,—since that morning in 1836 when the Starrett family in South China, Me., celebrated the arrival of another boy. It is a long time, longer than most men

live, since 1856, when as a young man of 20 years, you were struggling for yourself on a farm in Newburyport. During the next 20 years you came to Athol and had your first experience with the Athol Machine Company, and in 1876, when 40 years old, you were beginning to lay the foundation of the present business in a corner of Richardson's machine shop on Main street where the Y. M. C. A. building now stands. In another 20 years the business had become fully established, and was crowding to its utmost capacity the enlarged wooden shop on the west side of Crescent street. Another 20 years has passed, and here you are to-day, not a young sapling or a strongly growing young tree, but a sturdy well seasoned oak, still vigorous with unbounded vitality and with branches representing your various interests spreading out in all directions. We wish to again congratulate you on



LEROY S. STARRETT

President of the L. S. Starrett Company of Athol, Mass., who celebrated the eightieth anniversary of his birth last week.

this auspicious day, and to express the hope that the remainder of your years may be as bright and joyous and inspiring as this delightful morning. We present these eighty roses with which we wish to express our continued esteem and affection and our congratulations, and we, every one of us, wish you many happy returns of the day, with undiminished vigor of body and mind and with continued capacity for enjoying the active and useful life which has become a habit with you. We trust that you may long be spared to remain as at present a blessing to the community."

His Aim to Give People a Chance

Mr. Starrett, who is always ready with a witty "come back" on all occasions, acknowledged the gift by saying:

"I am glad to meet so many of my employees here. Last night I had company and was up late. At half past 12 I took a bath and could not help thinking that 80 years ago I was given a

bath by others, but last night I was able to take it myself without anybody's help. At that time my good father and mother had five girls and one boy ahead of me. As they had a large farm no doubt they were pleased that it was a boy. I have always tried to be a "good boy"—tried to do what I could not only to help father and mother while they were alive, but to do all I could to help others and fulfill the order of my being, which was to love and serve God and do His will. I had thought years ago that I could do no better than to do all I could to make business and give honest working people a chance to earn a living, it being better charity than to give to people who are not able to work."



REFORMS IN MANITOBA

At a recent meeting of the Canadian Credit Men's Trust Association, Ltd., Winnipeg, Henry Detchon, manager, gave an account of his recent trip to the east, and told of some of the beneficial legislation achieved as the direct outcome of the work of the association. In Manitoba it was now compulsory for partnerships to be registered, names of partners being published, and the real names of traders doing business under fictitious titles also indicated, within a month of registration. Marriage contracts must be registered within three months, and he had the attorney-general's assurance that several matters affecting the interests of the credit men would be favorably considered at the next meeting of the legislature. The credit men were anxious to co-operate with the retailers and the farmers, and if they met and discussed prospective measures, and arrived at some common understanding, the drafting of bills in legal phraseology would be the only difficulty in securing legislation that would be mutually beneficial. He had the assurance of Hon. Mr. Doherty that no Bankruptcy Act would be passed by the Dominion House before it had been submitted to the Credit Men's Association.



TO PROHIBIT LEAD PAINTS

The British departmental committee appointed to investigate the danger to the health of the use of paints containing lead has recommended the enactment of a law prohibiting the importation, sale, or use of any paint material containing more than 5 per cent. of its dry weight of a soluble lead compound. The committee was appointed January 20, 1911, and after extensive investigations issued its report on May 5, 1915.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, MAY 6, 1916

No. 19

A GROUCH never lost anything to anybody—but the groucher. But a hearty grin does good to more than he who grins.

* * *

RETAILERS who have to explain advanced prices to their customers know more about the two words "freight rates" now than ever before.

* * *

TO MAKE the very most of your business not only must you make a profit, but you must also cut down the overhead. Then you gain both coming and going.

* * *

COURTESY is the best foundation stone. Salesmanship, good judgment in buying, good displays—all these count, but you can't build if the foundation isn't there.

STEEL OUTPUT SOLD FOR 1917

THE recent intimation that the British and French war departments are now relatively independent of the United States in munition supplies caused uppermost concern in the steel and security markets.

Commenting on the situation, the *Iron Age* states that the conclusion jumped at in some quarters of an early falling off in exports of war steel is far astray. Buyers' finesse is no new thing. It is quite well established that British contracts already closed, including a large one placed late in March with the Steel Corporation, call for practically all the shell and shrapnel steel the United States can supply in 1917. Offers of further large amounts, chiefly for France and Italy, in the past two weeks have found mills unable to accept the business.

What France and Great Britain have done is chiefly to speed up the machining of shells, so that later there will be less dependence upon American machine shops. As for the steel itself, the United States must still help out largely. The recent British order prohibiting general pig iron and steel exports means, it is claimed, more British steel for France and more call for American steel from neutral countries.

ADVANTAGE OF READY CASH

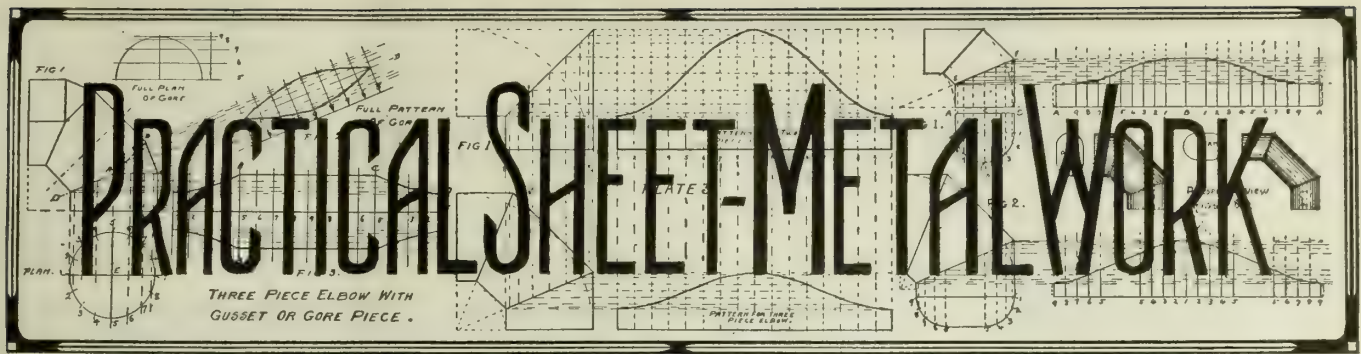
REPORTS from rural communities indicate that farmers are buying freely, and that owing to the high prices they are receiving for all classes of farm produce, they are not objecting to the high prices of hardware. When prices began their rapid upward flight, there were many who said the farmers would curtail their buying. It has been shown that the farmer is a good spender when he is securing high prices for his produce. It has also been shown that the farmers to-day are in a better position to pay cash for supplies than they have ever been in the past. It is not unreasonable for the retailer to expect the farmers to pay cash for most of their purchases at the present time. Business on a cash basis is by far the most satisfactory to all concerned. The retailer who has to carry a large number of book-accounts is badly handicapped.

The merchant with ready cash is the one who is in the best shape to take advantage of opportunities which are presenting themselves almost every day. The need for ready cash will be felt even more a few months hence. The great improvement which has recently taken place in business is an indication that money is circulating more freely. This should be accepted by the retailer as a signal to press his own collections and clean-up his books.

SMALLER retail merchants sometimes become discouraged by the competition in newspaper space of larger stores. There are times, however, when the retailer has his innings and he should make the best of his opportunities.

* * *

HALIFAX, N.S., is the latest city to adopt the daylight saving plan. Some years ago the plan was first suggested and was given a brief trial in a number of Ontario towns. Owing to opposition from various sources the idea was not given a very extended trial in any section. Possibly in no case was the length of time sufficient to allow of safe conclusions being drawn. A number of towns in Western Canada tried out the idea last year with considerable success.



BY THOMAS STANFIELD

TINSHOP COURSE

PREVIOUS articles that have appeared in this course, have described chiefly the development of patterns for branches tees and elbows of various kinds, the following articles will take up the development of all kinds of furnace fittings such as register boxes, boot reducers, tapers, offsets, stack pipes and fittings.

And as these articles appear their necessity will also be described.

In this article a number of methods are shown for developing an ordinary register box, round to rectangle, with a slight taper. Fig. 1 and 2 show the side and end elevation with the necessary taper, and Fig. 5 shows the development pattern.

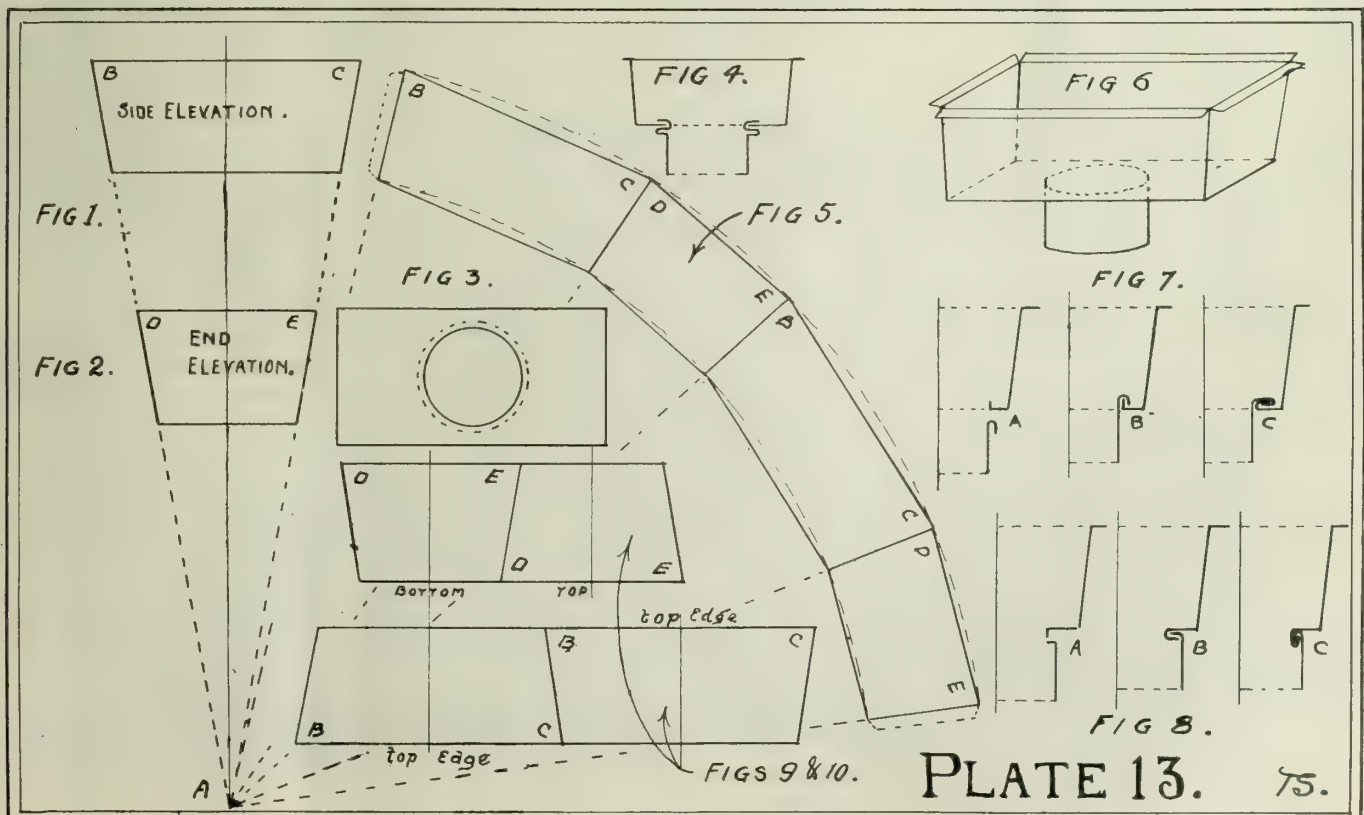
First determine the desired taper of the box and centre of same. Then extend the dotted lines as shown until they both meet at point A. Now using A as centre open up the compasses and draw two circles as shown by dotted

lines in Fig. 5, and transfer the measurements BC, DE, alternately to the circle of dotted lines. Now place the straight edge at point A and cut the circle at points B, CD, EB, CD, and E, as shown. This, when allowance has been made for top edge and side and bottom seams, will complete the pattern for side of register box, which, it will be noted, is in one piece.

It is however possible to make this pattern in a number of ways, and Figs. 9 and 10 show another way. The size and taper has been determined and allowance made for locks and seams. Take a sheet of material and simply cut in manner shown at points DE, and BC, in Fig. 9 and 10, lock the corners in the usual way. Fig. 3 shows the bottom piece with round hole for pipe to fit into, this round pipe may be fitted in a number of ways. Fig. 4 shows that which is, perhaps, the simplest. First take the small turner and make a deep bead on the pipe to serve as shoulder,

not too much at once, or the metal is liable to cut. Take care that the hole in the bottom is a neat fit. Then enter the pipe into the hole snug up to the shoulder and hammer the projection over as shown.

Figs. 7 and 8 show two methods in three operations each. In Fig. 7, A, the bottom of the box is turned up, the pipe turned down, B shows the pipe in place, C shows the completed lock. This is termed an inside seam and it no doubt makes a strong point. Fig. 8, A shows the first step, with the material in the bottom of box turned down, the pipe turned in, B shows the first half of the lock made. C shows the completed joint. Both these latter joints are much stronger than Fig. 4, but Fig. 4 is a time saver, and in many cases so long as the joint is fairly tight it is not necessary to put too much time on the job. Fig. 6 shows a perspective line drawing of the completed register box. (Continued in next issue)



EVENTS IN THE TRADE

Keeping Honor Roll

Shellbrook, Sask. — The Manville Hardware store in this town is keeping a record in a book specially for the purpose, of all those who have joined for overseas service from the Shellbrook district. All friends and relatives are asked to register the name and battalion of their friends. The idea is to keep an accurate list of all those joining from the district.

Personal

J. Heller, manager of M. Hunter & Son, Carnduff, Sask., was in Winnipeg last week on a business trip.

K. Spinney of Yarmouth, N.S., was a caller at the Montreal office of Hardware and Metal this week.

T. A. Anderson, president of the Merri-ck-Anderson Co., wholesale hardware dealers, Winnipeg, has returned from Augusta, Florida.

A. Potter, of the London office of Beatty Bros., Fergus, Ont., has enlisted with the 142nd Battalion. Mr. Potter is a brother of D'Alt. Potter, advertising manager for Beatty Bros.

George Fisher, manager of the Canadian Brass Works at Galt, Ont., was presented with a number of pieces of cut glass by his friends on the occasion of his approaching marriage.

J. H. Clucas, secretary-treasurer of the W. L. Clucas Plumbing Co., St. Louis, Mo., has been spending a few days in Toronto visiting his father, H. Clucas, manager of the Toronto branch of the Canada Paint Co.

Mr. F. F. Ewing of Bedford, Que., is starting this week on hardware lines for Beatty Bros. of Fergus, Ont., in the southern part of Quebec. He has had a great deal of experience visiting the hardware trade and plumbers.

W. B. Ewart, manager of the M. Dumond hardware store at Ashcroft, B. C., has gone into the north on a business expedition on behalf of the firm. He will visit Chilcooten and all other points in the Cariboo on the trip, and expects to be away until about May 6.

Hardwareman Enlists.

George Elliot, hardware and automobile agent at Strassburg, Sask., has enlisted with the 221st Battalion at Winnipeg.

Business Changes

Estevan, Sask.—T. M. Perry has been succeeded by Perry Hardware Co.

Dundurn, Sask.—The stock of the E. H. Hebb Co., hardware, has been sold to Manville Hardware Co.

London, Ont.—A. Westman, hardware, has sold out to G. N. Stickney, Kingston, Ont., the latter to take possession May 1.

Montreal, Que. — Messrs. Charbonneau & Frere, tinsmiths, of Montreal, have dissolved partnership. G. A. Demers, hardware merchant of Montreal, is retiring from business and has advertised his stock for sale.

Fire Losses

Hafford, Sask.—The hardware store of Huyek and Weston has been destroyed by fire.

New Ontario and Quebec Representative

George H. Cashmore has been placed in charge of the Ontario and Quebec sales territory for the Remington Arms Metallic Cartridge Company, of Windsor and New York. Mr. Cashmore is now making his initial trip over his territory. He brings to his new association an extensive knowledge of the gun trade, having been associated as a partner in an arms business before his connection with the Remington Company. Mr. Cashmore is descended from two generations of gunsmiths. His grandfather was the inventor of the double-action or self-cocking revolver, and had a factory at West Bromwich, England. Mr. Cashmore's father established a gunsmith business in Vancouver in 1904, which has prospered greatly.

Sick in Military Hospital

A despatch from London under date of April 30, stated that Lieut-Colonel McAvity, O.C., 26th New Brunswick Battalion is in the hospital sick and has been temporarily replaced in command by Major McKenzie. Lieut-Colonel McAvity is a well-known hardwareman of the Maritime district.

Incorporations

The Manitoba Plumbing Company, Limited, has been incorporated in the city of Winnipeg, with a capital stock of \$5,000.

Corrugated Paper Box Co., has been incorporated at Toronto, Ont., with a capital of \$200,000 to manufacture corrugated paper and paper boxes of every kind. Head office at Toronto. Incorporators, James H. Spence and Grant Cooper, of Toronto.

The Tadman Hardware Company, Limited, has been incorporated under the laws of the Province of Manitoba with a capital stock of \$20,000. The incorporators are Charles Tadman, Rose Tadman, Abraham Phillips, Morris Tadman, and John Horn, all of the city of Winnipeg. The principal place of business is to be in Winnipeg.

The Hamilton Tar & Ammonia Co., has been incorporated at Ottawa, Ont., with a capital of \$50,000 to manufacture chemicals, drugs, oils, ammonia and all chemical by-products of coal, etc., head office to be at Hamilton, Ont. Incorporators, Robert C. Fearman, D. C. R. Martin and A. T. Proctor, all of Hamilton.

The White Sewing Machine Co., of Canada, has been incorporated at Ottawa, Ont., with a capital of \$500,000, to take over the Raymond manufacturing Co., of Guelph, also "The White Sewing Machine Co., of Canada at Hamilton, Ont." Head office at Guelph, Ont. Incorporators, Chas. L. Dunbar, Leo W. Goetz and John Sutherland, all of Guelph.

The Locking Device Company, Limited, has been incorporated in the province of Manitoba for the purpose of acquiring the right to manufacture, sell and deal in a patented device for holding milk bottles at consumers' doors and the safe keeping of tickets and money. The company is also authorized to carry on a general manufacturing business for the production of all kinds of hardware specialties, tools, machinery, toys and generally all kinds of hardware, woodenware, tin ware, leather and fibre goods. The capital stock of the company is to be \$40,000, divided into 4,000 shares of \$10 each. The principal place of business of the concern is to be in Winnipeg.

Led at the Polls

G. Frederiek Fisher, roofing and pavement contractor, led the polls in the St. John, N.B., civic elections and takes office as commissioner on May 1. There were two vacancies to be filled and six candidates entered the field. Mr. Fisher led in the primaries, in which the two lowest were eliminated, and again in the finals, working against one of the best organizations ever put in the field in civic elections.

Appointed to Military Command

Major Lawrence T. Allan, formerly of the staff of the International Harvester Company, at St. John, N.B., has been appointed commanding officer of No. 7 Overseas Siege Battery, and already has the battery, which is stationed on Part-ridge Island, at the entrance to St. John harbor, up to strength. His appointment was a popular one.

Hardware Store Burglarized

Whitby, Ont.—Meeker's grocery store and McIntyre's hardware store were burglarized on the night of May 1. In the former a dollar's worth of tobacco was taken, and in the latter several small calibre rifles and some cartridges. The work is thought to be that of boys. Entrance was effected by breaking the glass in a rear window.

To Have Big Industrial Exposition

President Wilson will open the 250th anniversary celebration of Newark, N.J. manufacturers to be held in that city from May 13 to June 3. Hardware, metal shaping and forming machines, small tools as well as machine tools, machinery and electrical appliances will form one of the chief features of the exposition.

Zinc Company in B. C.

In the last issue of the British Columbia Gazette is announced the incorporation of the Hudson Bay Zinc Company, with a capitalization of \$5,000,000, divided into 1,000,000 shares.

HARDWARE TRADE IN MARITIME PROVINCES IS GOOD

St. John, N.B.—Trade conditions in the Maritime Provinces, which have been excellent since the first depression after the declaration of war are, on the whole, better than ever in most lines this spring. Almost every industry is on a sound basis and many which contribute in some way to the war are more prosperous than at any other time. This is having its reflex action on all other lines of business and also on the spending capacity of the individual. The hardware men are getting their share of the business and conditions in the trade are good.

Work which is to be undertaken this spring will have a marked advantage to the trade. Building permits issued during April show an advance of seventy-five per cent. over the corresponding month last year, with an improved call for builders' hardware. Among the most important building projects in St. John is the construction, now being undertaken, of a new \$125,000 plant for T. McAvity & Sons, for their foundries, brass works and munitions plants. Work is being rushed as the plant must be ready by August 1. The munitions contracts gives a special incentive to this undertaking, but it had been under consideration before the war to keep pace with the growing business. Other large buildings include a fine new club building for Catholic young men and a new girls' high school, with which will be combined a recreation department with gymnasium, swimming pool, etc.

Legislation adopted by the provincial legislature on its closing day assured the prompt beginning of the extension of the Valley Railway from its present terminus at Gagetown to a point on the C. P. R. near Westfield, to provide for a through route to St. John. This will require at least forty-five miles of roadway, with some big contracts for supplies.

Ship building is becoming a live issue in St. John and the establishment of this industry would be of great importance to the hardware trade, furnishing a new demand for many lines of goods. At one time St. John was famous for its wooden ships and ranked as the fourth shipping port in the world. Present-day shipping conditions are producing a revival of wooden craft and St. John may enter the business once more. The nearest approach to definite action is found in negotiations now being carried on for the construction of three ocean-going wooden barges of 3,000 tons dead weight capacity each. A revival of wooden ship building would give fresh impetus to the plans for establishing a steel shipbuilding plant here. Business men in St. John are watching with keen interest the Government's proposals with regard to the encouragement of shipbuilding and if sufficient aid is offered there is not much doubt but that the port of St. John will be one of the first places to benefit.

Contract for Paint

The contract for the finishing paint for the Quebec bridge has been awarded to R. C. Jamieson & Co., of Montreal.

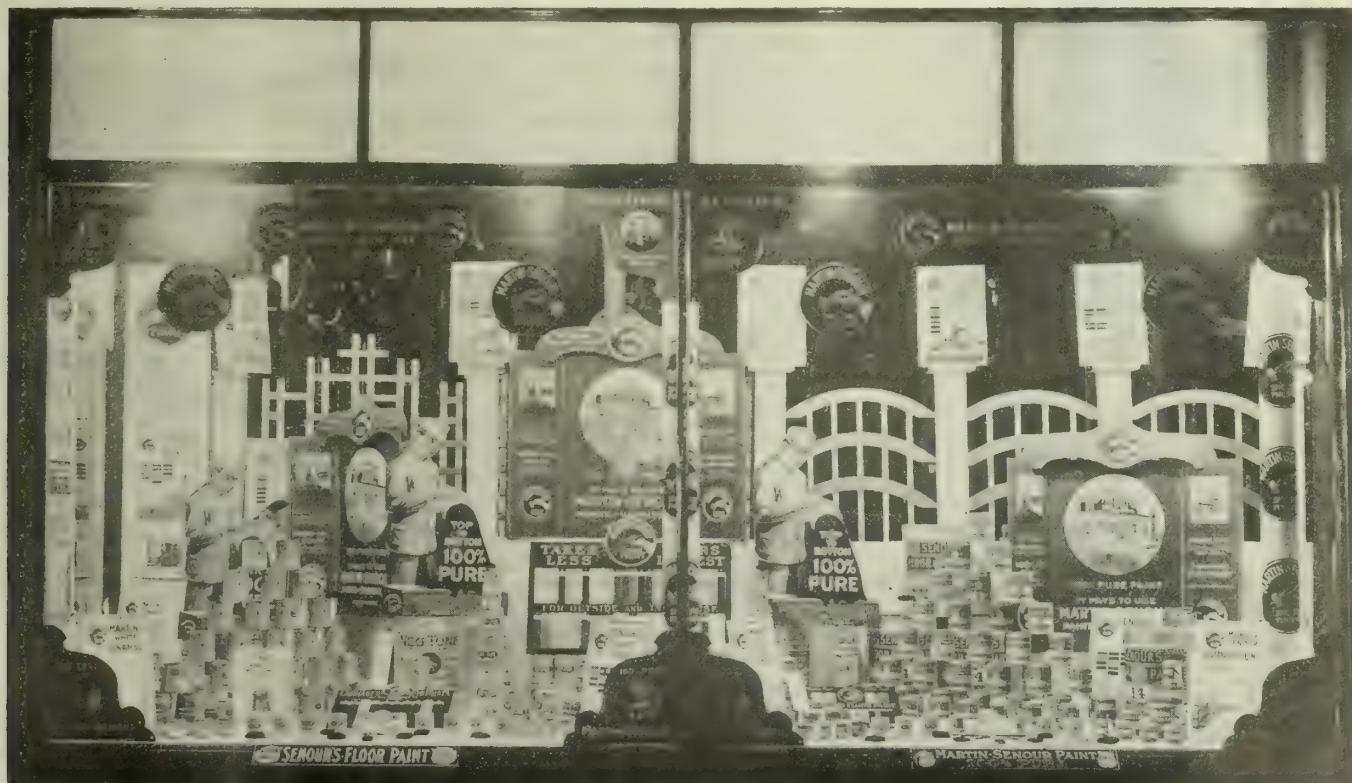


Illustration showing paint display in the window of the Bond Hardware Company at Guelph, Ont. As will be seen, this is a most attractive window, and has the merit of drawing business for the spring paint trade.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PETELER AUTO JACK

Motorists generally look on an automobile jack with an unfriendly eye. It brings to mind tire changes and other disagreeable things. Too frequently it fails them when most needed, because some little ratchet or cotter pin cannot stand the strain or the base bends and eventually breaks.

The Peteler auto jack is designed to eliminate these faults and give the motorist a feeling of confidence that it will not only do the work asked of it but do this work in the easiest way. It is claimed that the Peteler possesses all the good qualities of other jacks and many new patented features.

The sectional view of the Peteler jack shows the method by which the power is



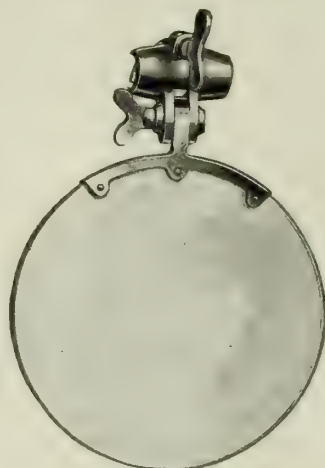
Sectional View of Peteler Auto Jack

transmitted from the handle directly to the lifting bar. It is claimed that there are no ratchets or complicated mechanism to get out of order. The pawls are of hardened steel and as the lifting bar turns freely it is asserted by the manufacturers that the wear on the steps is distributed. It is finished in baked black enamel and nickel.

The capacity of the jack is one ton. In a collapsed state it measures 11½ inches and raises the object 6 inches. A special low step head is provided which will take axles to 8¾ inches in height, and also raises 6 inches.

STAUBE GLARE STOPPER

The Staube Glare Stopper is designed to fit on the wind shield of any make of car. It is made of a heavy clear amber colored crystal lens glass 6⅞ inches in diameter which it is claimed will protect



Staube Glare Stopper

the eyes of the driver from bright and blinding lights. Drivers when meeting on the road are sometimes blinded by the glare of each other's headlights.

The metal parts of the device are of heavy nickel and the glass has a high-polished beveled edge. By a specially designed joint it is claimed that the Staube Glare Stopper will remain perpendicular in front of the driver regardless of the angle of the windshield. The color of the glass is that of amber which it is asserted is the best for dissecting the light rays and eliminating glare. The device is manufactured by the E. G. Staube Manufacturing Company, 2675 West University avenue, St. Paul, Minn.

ECONO-LUB GREASE GUN

Econo-Lub described by the makers as a high grade grease for automobiles, is being offered to the trade by the Middle States Oil Company, Cleveland, Ohio. It is made in two consistencies.

One grade, No. 3, is for compression cups and rear axle use. The No. 2 grade is a fluid and is used for transmission and rear axle lubrication.

One of the prominent features of the product is the manner in which it is put up for use. The grease is packed in the Econo-Lub grease gun, which the company states is made of heavy black

tin and is ready for use.

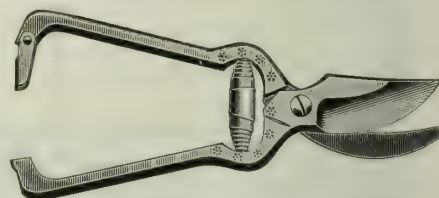
To use the gun the tin cap on the bottom is removed and the wooden plug in the end forced through with a stick. The grease comes out at the nozzle, eliminating all waste. This method, it is claimed, saves time and prevents the user from getting grease on his hands and clothes. The makers claim it is so simple and compact and easily used that it can be carried in the car ready for emergencies. The gross weight of this grease gun is 1 lb.

NEW DESIGNS OF SHEARS

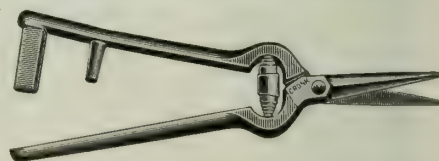
The Cronk & Carrier Manufacturing Company of Elmira, N.Y., is manufacturing new design of pruning shears, grape shears and rose shears. The Cronk Henckel pattern pruning shears it is asserted are forged from the best cutlery steel, are fully polished, and are 8½ inches in length.

The San Jose grape shears are made from cast steel with polished blades after the model shown in the illustration.

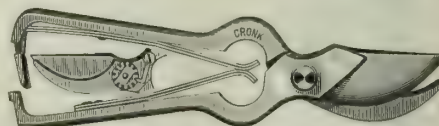
The rosé shears are forged from cutlery steel and are nickel-plated. They are made in a 6-inch size. These designs it is asserted are entirely new in Canada.



Cronk's Rose Shears—No. 250



Cronk's San Jose Grape Shears—No. 303



Cronk's Henckel Pattern Pruning Shears—No. 600

The Consolidated Plate Glass Co., Toronto, Ont., are sending out to the trade a framed pane price list of window glass. This is the new list which has recently been prepared.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

Reports from all districts show that business continues good notwithstanding the high prices prevailing. This is specially true of the country districts, although there has been some improvement in the manufacturing centres. The outlook for the summer trade is favorable and bookings for summer lines are distinctly encouraging. The warmer weather has stimulated the demand for lawn tools which are moving out in good volume. A nice average business is reported in kitchen utensils and there is a brisk demand for oil stoves and gas ranges. The general trend of prices continues upward and each week brings forth its quota of price changes. The retailer will do well to follow the market reports closely as price changes are so frequent and affect so many lines of hardware that it is necessary to keep in touch with the situation. A shortage of some lines is beginning to be felt and indications point to the situation becoming acute, owing to shortage of labor and raw materials. Reports from Sheffield, England, indicate that it will be very difficult if not almost impossible to get cutlery and edge tools, in fact any lines of hardware from British manufacturers as so many plants are controlled by the Minister of Munitions. A number of important price changes have been made during the week, although not quite so many staples have been affected as has often been the case recently. Iron and steel products again lead the way in the price changes. The advances include rivets, lapweld tubes, bolts and nuts, black wire cloth, cut nails, well pumps, steel shelf brackets, ammunition, rope, sand paper, cotton waste, builders' hardware. The linseed oil and turpentine markets are both weaker and prices have declined. The ingot metal markets are firmer, but prices are unchanged, although last week's quotations have been well maintained. Collections are improving.

MONTREAL

MONTREAL, May 4.—Although the advance of the prices continues as the dominant feature of the hardware situation, local interest has for the time being shifted to an issue much nearer home—the strike of the employees of the teaming companies serving the big railroads. With the teamsters of the Dominion Transport Company and of the Shedded Forwarding Company out, with individual teamsters showing sympathy, with the spring outpourings of deliveries on bookings at its height, and with Montreal in the throes of May Day moving, wholesalers and manufacturers are up against a serious difficulty in serving the needs of the trade at outside points. The service to the boats is still available, and there are, of course, individual conveyances which can be used to get out rush orders, but for the most part there is serious disorganization in relation to the spring deliveries. Apart from this difficulty, and the continued unsettledness as regards supplies and prices, conditions in the hardware trade are very satisfactory when world events and influences are considered.

Sorting orders for general lines of staple goods are coming in good volume from outside districts, and there are stronger indications of a measure of revival in the city.

In relation to prices, the range of advances continues somewhat narrower than it was during the active period of readjustment up to several weeks ago. However, this does not indicate that there has been much improvement regarding the outlook for the near future, but rather that the movement is wearing itself out, because there are limits to the levels it can attain; the effect upon consumption and the encouragement of substitution are factors which must be taken into consideration. In the iron and steel trade, which is usually one of the best barometers of price conditions, there are further important advances throughout the different items of iron and steel, while in the products of these metals, pipe, black sheets and boiler tubes are again marked up. Dealers report that the immediate future is very vague, and they are much at sea. For instance, forty-eight weeks is now a condition of delivery of boiler tubes and bookings, for steel sheets are on a basis of the end of

the first quarter of 1917, while stocks of tin plate are practically exhausted, with no indication of early replenishment. A reaction from the present position is the logical outcome of the situation, but when that reaction will come is another matter.

Advances this week include: Bar iron, refined horseshoe and Norway iron; mild, band, sleigh shoe, domestic machinery, tire, toe calk, tool, and spring steel; black and galvanized pipe, boiler tubes, black sheets, babbitt metal, ammunition, iron rivets, boiler rivets, Disston's saws, brass wire, snare wire, rope, Dart unions, Atlas emery cloth, gold medal glue, Gilmour augurs. In the metals, the only change is a slight decline in lead, but tin has gained strength, and copper and spelter are both strong.

Tin Gains Strength.—Following the weaker tendency in the tin market reported last week, there has been a development of marked strength. However, as yet there has been no general change in the quotations. Both London and New York are showing strength, and at the latter market the spot stocks of tin are very small. Behind the movement in the United States appears to be increasing difficulty in getting permits for shipments from England. Montreal quotation: 52½-53c—very strong.

Copper Continues Strong.—The strength in the copper market continues, and the advanced position reported a week ago has been well maintained. New York provides a direct influence, and has scored half a point advance since last report. Late advices from that quarter indicate, however, that the enormous buying movement, which started late in March, and which continued throughout the month of April, has exhausted itself for the time being. Some export orders are being negotiated, and there is some inquiry for domestic wants, but the marked activity of the past several weeks is lacking. Montreal quotation: 32½-33c—strong.

Spelter Keeps Firm.—Strength in the spelter market continues with prices on the basis of last report. There has been a change in the tendency of outside influence during the week, New York showing a fractional advance after a short period of weakness. Late reports from that market are to the effect that there is a good inquiry, but that buyers do not seem disposed to push up quotations to secure supplies, and there is not a general buying movement yet in evidence. Recently there has been a marked decline in London, but American markets have been out of line with the English, and even a further decline abroad would

not likely to have any effect. Montreal quotation: 22½-23c—firm.

Lead is Still Weaker.—Following the shading off of the lead quotation a ¼c last week, there has been a further decline of a quarter point, and the tendency is weaker, although nothing like a reaction from the high levels is looked for while the war continues. New York reports that the Trust and independents are holding their quotations unchanged, but that the offerings of second-hands are increasing, and with little demand there is a general state of dullness. Montreal quotation: 10¼-10½c; easy.

Solder.—There is little to report with regard to the solder situation, although the general tone is firmer, following the strength in the tin market. The unsettledness which has followed the broad tendency of varying the combinations of ingredients—and as a result the prices—continues. Quotations are only nominal and run from 33c to 36c.

Antimony is Lower.—The first change in the price of antimony in a long period reduces the price from 1 to 2 cents from the 48c mark. The decline comes with a like drop in the market at New York. Advices from that quarter state that conditions are very dull on declines, which have totalled 2c since last reported. It is pointed out that even the advance in the price of silver, which affects the cost of production in China—from which country the world is at present drawing the bulk of its supply—has not been an influence. Montreal quotation: 45-46c—easy.

Other Metals.—Regarding aluminum and zinc there is practically nothing new to report in the market situation, although it might be noted that the firmness regarding the latter metal is still strongly in evidence. Aluminum is nominally quoted at 68c, and sheet zinc 31c by the cask, with a half cent added for smaller lots.

Iron and Steel Situation.—In the iron and steel market conditions as regards prices and supplies become more acute, although on many lines there is a tendency to keep quotations within reach of the consumer. This week, it is noted, that the list of iron and steel items, after being comparatively quiet for some weeks, has scored general advances. There have also been advances on pipe and boiler tubes, as predicted, and the shortage of tin plate has developed to the state where stocks are practically exhausted. Dealers can see nothing that indicates improvement in the immediate future. American mills are deferring deliveries on steel sheets to the end of the first quarter of 1917, and are demanding 48 weeks, practically a year, on the delivery of boiler tubes. Under these conditions the outlook is that the upward tendency of prices will continue until such time as the shortage of supplies continues. A reaction to prices more in keeping with normal conditions is the logical outcome of the situation, but the time of that reaction is very uncertain.

Bar Iron at New High.—Bar iron has been again advanced, and is now being quoted at \$2.80 to \$2.85 locally. When it is considered that this price is \$1 per

cwt. higher than before the war, the effect of the conflict on the iron market is at once made plain. Twenty dollars a ton advance means practically a revolution of conditions where there is large consumption of the metal.

Other Iron Items.—Other items on the iron list have also been affected, refined, horseshoe, and Norway iron all being materially advanced. New quotations are as follows: Refined iron, per 100 lbs., \$3.05; horseshoe iron, per 100 lbs., \$3.45; Norway iron, \$7.25.

Steel List Advances.—On the steel list there are general advances affecting mild, band, toe calk, sleigh shoe and domestic steels to the extent of 25c the cwt., while with tire and spring steel and some of the other items the increases are even greater. New quotations are as follows: Mild steel, \$3.30; band steel, \$3.30; sleigh shoe steel, \$3.30; domestic,

are now as follows: 10-gauge, \$4.60; 12-gauge, \$4.70; 14-gauge, \$4.45; 16-gauge, \$4.50; 18-20-gauge, \$4.05.

Wrought Iron Pipe.—The advance on wrought iron pipe, predicted last week, has gone into general effect. In connection with the advance it will be noted that there is a readjustment by which the difference in price between Eastern and Western points—a distinction made a couple of months ago—has been eliminated. Toronto and Montreal quotations are now on an equal basis as follows:

Buttweld Size.	Per 100 ft.	
	Black	Galv.
¼ in. and ⅜ in.	\$ 3 06	\$ 5 43
½ in.	3 91	5 98
¾ in.	4 72	7 65
1 in.	6 97	11 31
1¼ in.	9 43	15 30
1½ in.	11 28	18 29
2 in.	15 17	24 61
2½ in.	23 99	38 90
3 in.	31 37	50 87
3½ in.	37 72	61 18
4 in.	44 69	72 49
Lapweld		
2 in.	17 02	26 46
2½ in.	25 16	40 07
3 in.	32 90	52 40
3½ in.	39 56	63 02
4 in.	46 87	74 67
4½ in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 28 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 32 lbs. per ft.	156 80	241 60
10 in. x 40 lbs. per ft.	201 88	311 06

Scarcity of Tin Plate.—Such are the conditions in relation to tin plates that dealers report the market to be practically exhausted. The situation is an acute one, because it is practically impossible to get imports from England, while American mills are showing no interest in orders. Price quotations are, therefore, nominal, and are said to be generally much lower than at present prevailing in England.

Babbitt Metal.—There have recently been further advances in babbitt metals. The quotations for Langwell's are now as follows: Extra, 16c; No. 1, 15c; No. 2, 14c; and No. 3, 12½c.

In Hardware Lines.—There are some important price readjustments reported this week in general hardware lines and there are others impending. However, the advances are not on so broad a scale as a few weeks ago. Difficulties are now being encountered with increasing frequency where it is difficult to fill orders, owing to the impossibility of getting imported stocks or to delays in getting deliveries from manufacturers. This is a state of affairs which must be expected to continue for some time although adjustments to the conditions are being made in a manner which is remarkable when the tremendous upheaval in the industrial and business world is considered.

Nails and Other Wire Products.—There are no new developments this week in the situation as regards nails and other wire products, including hay, plain steel, galvanized and other lines. The base for wire nails is firm at \$3.70 while cut nails are quoted at \$3.40.

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

Buttweld	Per 100 feet	
	Black	Galv.
¼ in.	\$ 3 00	\$ 4 50
½ in.	3 06	5 43
¾ in.	3 91	6 08
1 in.	4 72	7 65
1¼ in.	6 97	11 31
1½ in.	9 43	15 30
2 in.	11 28	18 29
2½ in.	15 17	24 61
3 in.	23 99	38 90
3½ in.	31 37	50 87
4 in.	37 72	61 18
4 in.	44 69	72 49

Lapweld

2 in.	17 02	26 46
2½ in.	25 16	40 07
3 in.	32 90	52 40
3½ in.	39 56	63 02
4 in.	46 87	74 67
4½ in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 28 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 32 lbs. per ft.	156 80	241 60
10 in. x 40 lbs. per ft.	201 88	311 06

Above prices are for Ontario, Quebec and Maritime Provinces.

\$3.30; machinery steel, \$3.25; tire steel, \$3.40; toe calk steel, \$4.20; mining tool steel, per lb., 11½c; Cammell Laird, lb., sheet, cast steel, lb., 20c; black diamond tool steel, per lb., 11½c; spring steel, \$4.35.

Boiler Tubes.—The advance on boiler tubes, which has been predicted for some weeks, has gone into effect. Still higher prices may be looked for in view of the fact that this readjustment does not meet the basis of the present prices of pipe, while it is reported that the mills are deferring deliveries 48 weeks, or practically a year. New quotations are as follows: 100 ft., 2 in., \$14; 100 ft., 2¼ in., \$17; 100 ft., 2½ in., \$18.90; 100 ft., 3 in., \$21.50; 100 ft., 3½ in., \$26.40; 100 ft., 4 in., \$33.65.

Higher Prices for Black Sheets.—Still higher prices are being quoted for some of the lighter gauges of black sheets, deliveries of which are being deferred for months, while available stocks are very small. Quotations for 10 to 20-gauges

Generally speaking the wire market is strong and further advances may be expected.

Ammunition Advances.—As has been pointed out several times recently, the higher cost of lead, powder and other materials entering into the manufacture of ammunition has been such that increased prices were a logical development. New prices are now in effect for Dominion and there will be advances about on the same basis for Winchester in a few days. The advance is about 15 per cent. The new discounts off the Dominion list are:

B. B. Caps, 35, 10%; C. B. Caps, 35, 2½%; 22 short, black, 35, 2½%; 22 long, black, 35, 2½%; 22 long, smokeless, 35, 2½%; 22 short, smokeless, 40, 10%; 22 long rifle, black, 25%; 22 long rifle, smokeless, 30% Other Rim Fire, 30%; Center Fire Pistol, add 5% list; Center Fire Sporting, add 25% list; Shot Cartridges, same as ball; Brass Shot Shell, 35%; Primers, add 5% list; Empty Shot Shells, 27½%; Blanks, 5%; 22 Short Lesmok, or 22 long Lesmok, 35—2½%.

Black Iron Rivets Again.—A stiff further increase in black iron and rivets and burrs reduces the discount from 42½ per cent. to 37½ per cent. and the blackened and tinned rivets and burrs. Extras as usual.

Boiler Rivets Are Higher.—An advance on boiler rivets has gone into effect. The list price has been advanced from \$4.25 to \$4.75 and there are the usual extras.

Disston's Saws.—The third advance on Disston's saws within six months has gone into effect and readjustments are being made to cover an increase of about 7½ per cent. Practically all of the lines marketed by this company are affected.

Stanley Goods Again.—There are reports that still another advance on Stanley goods will go into effect shortly. Already there have been two increases announced by this company in the past few months. One report is to the effect that it will be about 10 per cent. all round.

Brass Wire Advance.—Material advances have recently been made on brass wire. On the 3 to 24 gauge there is now an addition of 33 1-3 per cent. to the list and on gauges 25 to 26 the additional is 20 per cent.

Brass snare wire has also been advanced, the new prices being as follows: No. 17, 67c; No. 18, 67; No. 20, 68c; No. 22, 70c; No. 24, 75c and No. 26, 85c.

Sulphite Sheeting.—The advance referred to last week on sulphite sheeting has been followed by other increases and one local wholesale house is now quoting \$3.50.

Another Rope Advance.—Late advances are to the effect that a further advance on rope has been made particularly affecting Manila and sisal. New prices are as follows:

Pure Manila basis, 22½c; British Manila basis, 18c; African hemp basis, 18c; Sisal basis, 13½c; Single lath yard, 13½c; Double lath yarn, 14c.

Some Special Item.—There are so many changes going into effect at this time that there are usually a number which cannot be taken with general

significance as only one line with a special brand, and possibly only handled by one firm, may be affected. Amongst such items this week are: Dart unions, Gold Medal glue, Atlas emery cloth and Gilmour's augers. The discount on the Dart unions has been reduced from 60 per cent. to 54 per cent. The price of Gold Medal glue has increased from 17c to 19c per pound. Atlas emery cloth is now quoted \$8.00 by the ream which is an advance of \$1.00 the ream and the discount of Gilmour's augers has been cut from 65 per cent. to 60 and 5 per cent. and on the "special" from 75 per cent. to 70 per cent.

Old Materials.—Following the general upward movement of scrap metals over many weeks there has recently been one note of relief in a slight decline in the price offered for scrap lead. The quotation is now 7c as against 7¼c recently.

BOLTS AND NUTS

New Discounts applying to standard list. In effect May 2, 1916.

Carriage Bolts (\$1.00 list), ¾-in. dia. and smaller, 40 per cent.

Carriage bolts (\$1.00 list), 71-6 in. dia. and larger, 25 per cent.

Machine bolts, ¾-in. dia. and smaller, 40 per cent.

Machine bolts, 7-16-in. dia. and larger, 30 per cent.

Sleigh Shoe Bolts, ¾-in. dia. and smaller, 30 per cent.

Sleigh shoe bolts, 7-16-in. dia. and larger, 25 per cent.

Coach and lag screws, 50 per cent.

Square head blank bolts, 30 per cent.

Bolt ends, 30 per cent.

Plow bolts, 30 per cent.

Elevator bolts, 30 per cent.

Fancy head bolts, 25 per cent.

Step and shaft bolts (\$3.00 list), 25 per cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 55 per cent.

Square nuts, \$2.00 per 100 lbs. off list.

Hexagon nuts, \$2.00 per 100 lbs. off list.

Terms: 2 per cent. cash in 30 days.

F.o.b. Toronto, London, Hamilton and Montreal.

TORONTO

TORONTO, Ont., May 4.—Conditions in the hardware market are gradually coming to a point where it will be very difficult to obtain some lines and practically impossible to get others. Wholesalers are faced with a very difficult situation as the possibility of a shortage in many goods is becoming more apparent every day and prices continue to advance. Manufacturers are finding it more difficult to keep pace with orders on account of the shortage of labour and raw materials. In this regard there is no relief in sight and the situation will become more acute as enlistments increase in number. Reports from Sheffield, England, indicate that it will be practically impossible to get cutlery, carpenters' tools and kindred lines from that city while the war is in progress as the factories are controlled by the Minister of Munitions and the output taken over by the British Government. A prominent cutlery firm in Sheffield who hitherto has been engaged principally in export business

is now manufacturing almost exclusively for the government and cannot now attend to export business. Manufacturers of tools and cutlery in Sheffield are compelled to submit all orders for export to any destination to the Minister of Munitions before putting them in hand. An arrangement is now in force between the Minister of Munitions and the Governments of the various Dominions which is intended to facilitate the export of goods to the Dominions. The delay and trouble entailed however makes it very difficult to do business. The arrangement makes it necessary for all orders from Canada to be sanctioned by the Dominion Government before being placed with the manufacturer in England and a certificate has to be furnished which is sent to the manufacturer who submits it together with his application to the Minister of Munitions.

Prices Still Advance.—With raw material still increasing in cost it follows that prices of hardware lines continue on the upgrade. Under present conditions it is very necessary that the retailer should follow the situation closely and keep in line with the market. All goods should be marked up, the price being based on their cost to the retailer at the time of sale to the consumer. By doing this the retailer protects himself against the time when values will decline and he has to dispose of high priced stock on a declining market. The advances this week are mostly in iron and steel products such as cut nails, lapwelded tubes, carriage bolts and nuts, well pumps, black wire cloth, tinnerns rivets, boiler rivets. New discounts on ammunition are announced. Cotton waste has advanced and higher prices for Manila and sisal rope have been issued. Makers of motor driven washing machines have reduced their prices on one line.

Metal Market.—The feature of the market is the continued strength of copper but prices are the same as last week. The demand is still heavy but considerably less than it has been recently. Tin is unchanged but is firm and the market has an upward tendency. Spelter is also firmer and buyers are showing more interest in the market. Lead is dull and the outside market is weaker being now at the same level as the "Trust" figure. Antimony is weaker on all positions and quotations have declined slightly. The aluminum market is featureless and unchanged. Solders are quoted at the same level as last week.

Copper.—The market is very strong and a continued good demand is reported. The producers are in full control of the market and they are now sold so far ahead that they are not in a position to supply any large buying demand except for delivery during the fourth quarter. Copper is quoted locally at 32c per pound, nominal.

Tin.—The market is firmer with an upward tendency. The tin situation is stronger and there is a good demand for this metal. Local quotations are unchanged and nominal at 56c per pound.

Spelter.—The New York market is steady and firm but London advanced £2 per spot and £1 on futures. The French Government is buying big tonnages of spelter in the United States market. Local quotations are unchanged at 22c per pound.

Lead.—The market is dull and weaker. The "Trust" is holding lead at 7.50c New York, but the outside market has declined and is now at the same level as the "Trust" figure. Lead is quoted locally at 10c per pound.

Antimony.—The market is weaker in all positions and no improvement is noted in the demand. Antimony has declined 1c locally and quotations are nominal at 47c per pound.

Aluminum.—The market is featureless and unchanged at 68c per pound.

Solders.—Prices continue firm and unchanged. A very fair demand is reported. Prices are given in the current market quotations.

Iron and Steel Situation.—The extraordinary activity in the steel trade is unabated and the mills continue operating at full capacity. Plants are being extended to take care of the increasing demand but a shortage of labour is a problem which is becoming more and more serious. The output of steel is increasing in tonnage but at the same time deliveries are getting more backward. Prices of steel products continue to advance due to the shortage of raw materials and general activity in the trade. Some sizes of lapwelded boiler tubes, have advanced about 10 per cent. Here again the market is very firm and a further advance is looked for. Nearly all makers of locomotive and merchant tubes are sold up for practically the remainder of the year. In connection with the advance in wrought iron pipe announced last week, the re-sale prices are published in this issue.

Prices of cold rolled shafting have advanced in the States but are unchanged locally in the meantime, although higher prices are expected. Cut nails have advanced 20c and are now at \$3.40 per 100 lbs., per keg base. Higher prices for wire nails are expected in the trade but they are unchanged this week. A new price on rivets has been announced. Boiler rivets $\frac{3}{4}$ in. and larger are now quoted at \$4.60 and structural rivets same sizes, \$4.50 per 100 lbs. New discounts on nuts have been issued. Finished and semi-finished nuts up to 1 in. are now 50 p.c., and finished and semi-finished nuts over 1 in., 37½ p. c. The new discount on iron rivets, 7-16 in. and smaller, is 37¼ p.c. Higher prices on bolts are announced this week.

The steel market in the United States is steadier and few price movements are noted during the week. The situation is unchanged, the demand on the mills for deliveries being as insistent as ever. Steel bars are unchanged at 3c, plates 3.75c, and shapes 2.60c f.o.b. Pittsburgh. Forging billets have advanced and are now being quoted at \$68.50 per ton. Pittsburgh. Wire rods are still being

quoted at \$60 per ton Pittsburgh for shipment at mill convenience.

Old Materials

The market for old materials is generally easier and business dull. Prices of copper and brass scrap are firm but the market is quiet. Heavy melting steel is stronger and has advanced, being now quoted at \$10. Stove plate and No. 1 cast iron are also higher, being quoted at \$10.50 and \$14.50 per ton.

Sheet Situation.—The market for sheets continues strong and quotations very firm with an upward tendency. The new demand for blue annealed sheets is still heavy, some mills sold up for the entire year. The production of steel sheets is nearly up to rolling capacity but there is still some trouble in getting sheet bars. The situation in the galvanized sheet trade is unsettled owing to the high price of black sheets and spelter. Some galvanizers are not operating their plants while others have considerably reduced their production.

Boiler Tubes Advance.—A further advance in boiler tubes has been made of about 10 per cent. The advance covers lapwelded tubes only and affects practically all sizes. There is an exceptionally heavy demand for both locomotive and merchant tubes, and the mills are sold out for practically the remainder of the year.

Iron Pipe Prices Issued.—Last week an advance of two points on black wrought iron pipe and three points on galvanized was announced, but the re-sale prices had not been figured out. This week we give the new prices which will be found in panel on page 50. The demand for pipe is heavy and the market very firm.

Wire Products.—The market is very firm and an advance in smooth steel wire is looked for. Wire is now quoted \$3.75 base, No. 0-9 gauge.

Wire Cloth Advances.—An advance in black wire cloth has been made and the new price is \$2.25.

Cut Nails Up.—An advance of 20 cents has been made in cut nails which are now quoted at \$3.40 per keg base. The advance was predicted in Hardware and Metal last week.

Wire Nails.—The market continues very firm and the prevailing price of \$3.65 per keg base is in the wire rod situation, the price of rods being still high and supplies very scarce.

Well Pumps Advance.—An advance of 10 per cent. has been made on all well pumps.

Washing Machines.—Makers of power washing machines have adjusted their prices on those lines formerly quoted at \$18. The new price on this line of machine is \$16 being a reduction of \$2. Motors only with attachments are quoted at \$11.

Rope Advances.—The cordage market is stronger and prices on a number of lines of rope are higher. This advance has been looked for as there has been no improvement in the situation in the raw material markets. Fibres have been steadily advancing for some

time and supplies on the hands of importers are low due principally to the shortage of ocean tonnage and high freight rates. Pure Manila has advanced 1½c. and is now quoted at 22½ cent per lb. basis. British Manila is 1 cent higher and is now 18 cents per lb. basis. Prices of African hemp have been withdrawn. Sisal is ½c higher being now 13½c per lb. Lath yarns have also advanced, single being now quoted at 13½ and double 14c per lb. Yacht marline is now 41c. The following have advanced 1c the new quotations being for white, polished halyards 23c; deep sea line, 31c tarred ratline 27c; tarred bolt rope, 29c, marline and houseline 29c and Italian rope 31c per lb. basis.

Ammunition Advances.—A general advance on ammunition equal to about 10 per cent. has been announced effective May 2. The new discounts are given in the current market quotations. The advance is accounted for by the high cost of all raw materials, powder, lead and brass, etc. The change affects both American and Canadian munition.

Bolts and Units Higher.—Makers of bolts and nuts have made an advance of about 15 per cent. on account of the increase in cost of raw material. The new discounts are given in panel on page 51.

Loaded Shells.—Manufacturers have advised of an advance in loaded shells and jobbers will put same into effect immediately.

Rivets Advance.—The new discount on iron rivets 7-16 in., and smaller is 37½ per cent. as against 42½ per cent. Iron burrs are also 37½ per cent. The new price on boiler rivets $\frac{3}{4}$ in. and larger is \$4.60 and on structural rivets \$4.50.

Cotton Waste Higher.—White and colored cotton wiping waste have advanced $\frac{3}{4}$ c per lb., in effect May 1. Prices on wool packing waste and washed cotton wipers are still withdrawn and are on application only. There is no improvement in the raw material situation, supplies being scarce and prices high.

Builders' Hardware.—Manufacturers of builder's hardware have announced an advance of 10 per cent. on all their lines. The demand for builder's hardware is showing some improvement but is still below normal.

LONDON

LONDON, Ont., May 3.—The past week has been reported exceptionally good in business circles so far as the volume of trade goes. Merchants in every line are busy. The prospects for a good summer trade are also exceptionally cheerful. Higher prices, which have prevailed in almost all lines, have affected but very little the volume of trade. A shortage in some lines is beginning to be felt.

Linseed Oil is Easier.—Linseed oil has shown a tendency to be a trifle easier in price during the past week. Prices which

are being quoted run as follows:

	Raw.	Boiled.
1 to 2 bbls., per gal.....	96c	99c
3 to 5 bbls., per gal.....	95c	98c
6 to 9 bbls., per gal.....	93c	96c

Turpentine Takes a Drop.—Turpentine prices have taken a downward turn during the past few days. Quotations now being made are 2c per gallon less than those of last week. In 1-bbl. lots the price is 75c per gallon; in 2 to 4-bbl. lots, 74c per gal.; in 5-gal. lots, 82c per gal.

White Lead is Firm.—Prices in white lead in oil have shown a firm tendency during the past few days. Pure lead in oil in ton lots is being quoted at \$13.95 per 100 lbs., and in less than ton lots at \$14.25 per 100 lbs.

All Bolts Advance.—An advance of 15 per cent. has been recorded on all lines of bolts. By reference to the quotations elsewhere the new prices will be observed.

New Discount on Cartridges.—A new discount list has been issued by the Dominion Cartridge Company, which shows an advance of 10 per cent. The new list can be seen in the current quotations.

Advance in Cistern and Well Pumps.—Prices in these articles have shown an upward tendency in common with many other lines. An advance of 10 per cent. is being quoted by dealers.

Rope Prices Advance.—An advance of 1½c per pound is recorded in the price of pure Manila rope and 1c a pound advance in the price of British. The new price for pure Manila is 22½c per pound; British is 18c per pound; African hemp, 18c per pound; cotton, 3-16 in., 27c per pound; cotton, ¼ in. and larger, 26c.

Advance in Iron Pipe.—Quotations on iron pipe show an advance of two points on black iron pipe and three points on galvanized. A complete list of the quotations is given in panel relating to these articles.

Washers Take Drop in Price.—In the Ideal and Velox motor washers there has been a drop in price of \$2. Two weeks ago this line and others advanced from \$16 to \$18, and with the decrease during the past week they are now back at their former prices.

Steel Shelf Brackets.—These articles are now being quoted at 60 per cent. off list.

Big Advance in Sandpaper.—A new list and new prices have been issued for sandpapers. There is a big advance on the B. and A. grades. A discount of 25 per cent. is being quoted on the new list. The prices quoted are:

No.	Ream.
000	\$7.00
00	7.00
0	7.00
½	7.00
1	7.50
1½	8.00
2	8.50
2½	9.00
3	10.50

Floor Wax to Advance.—Dealers in Johnson's and Old English floor wax as-

sert that an advance in these articles is quite probable within the coming week.

New Fall Price on Saws.—The new fall prices on Shurley & Dietrich saws in the Premier, Maple Leaf Lance, Racer and Pangburn brands are carrying a new list price; 5-foot saws are being quoted at \$4.70 each; 5½-foot at \$5.30 each, and 6-foot at \$6.20 each, less 40 per cent. discount.

Nails Firm.—The market in nails has remained firm during the past week, no change having been recorded from the prices quoted last week.

Poultry netting is being quoted at 30 per cent. off list.

Harvest tools are being sold at 40 per cent., 5 per cent. and 5 per cent. off list.

Spades and shovels in firsts are being quoted at 50 per cent. off list; seconds are being sold at 45 per cent. off list, and fourths at 35 per cent. off list.

Painted screen wire in 100-foot rolls is quoted at \$1.87½, and in 50-foot rolls at \$1.92½.

Advance Expected in Building Paper.—The prices of building paper and roofing remain very firm at present prices. Dealers are expecting an advance in these articles in the near future.

WINNIPEG

WINNIPEG, Man., May 4.—The last week in April saw a decided rush of business owing to the fact that all booked orders for barbed wire had to be shipped out before the first of this month. This resulted in giving the necessary addition to April sales, which all jobbers have been figuring on. In many of the warehouses it has been necessary to work overtime to keep up with the orders, but jobbers, of course, would rather be in this plight than otherwise.

During the present month sales of woven fencing and barbed wire should continue very heavy. By the middle of the month seeding is always very well advanced, and farmers are thinking of fencing their property. The enormous crop of last year, and the amount of grain still in the country to be shipped, should be factors which will make it possible for most of the retailers to do a big business in fencing on a cash basis. It would certainly appear that now is the time to solicit this business from farmers. What can be done is shown by one retailer, who writes to his jobber ordering a straight carload of woven fencing and stating that in three weeks' time he will require another carload. This class of business is certainly desirable, and if the retailers make a little effort, there is no doubt that correspondingly good results will be shown.

Price changes for the past week were not as heavy as usual, but the tendency is always upward rather than otherwise. It has been possible to secure the latest prices applying on various lines of paints, and a memorandum of same will be found in the Winnipeg hardware quotations.

Some of the more important ones which we might mention are as follows:

White lead is now selling at \$14.85, an advance of over 10 per cent. on the previous ruling price.

Turpentine has, however, shown a considerable drop in price, to-day's quotation of 83c in barrel lots being a reduction of 7c per gallon.

We mentioned last week that there had been an advance in the price of metallic cartridges and rifles. At that time it was not possible to give the exact price at which these lines were selling, but we give herewith a memorandum of to-day's ruling prices on Winchester and U.M.C. 22-rim fire cartridges:

Winchester Black—22 Short, \$3.90 M.; 22 Long, \$4.68; 22 L. Rifle, \$5.40. Winchester Lesmok—22 Short, \$3.90; 22 Long, \$4.68; 22 Long H.P., \$5.04. Winchester Smokeless—BB. Caps, Rd., \$2.70; BB. Caps, C.B., \$3.40; 22 Short, \$4.22; 22 Short H.P., \$4.56; 22 Long, \$5.85; 22 Long H.P., \$6.24; 22 Long Rifle, \$6.75.

U. M. C. Smokeless—BB Caps, Rd., \$2.45; 22 Short, \$3.44; 22 Long, \$4.88; 22 Long Rifle, \$5.63; 22 Long H.P., \$5.20.

Rim Fire "Lesmok"—22 Short, \$3.25; 22 Long, \$3.90; 22 Long Rifle, \$4.50; 22 Short Hollow Point, \$3.58.

Winchester rifles, Model 1894, 30 calibre, round barrel, are now selling at \$23 each. The Winchester shotguns, Model 1897, 12-gauge, take down, are now selling at \$28.35 each. This will give our readers some idea of what they may expect in the way of prices for this coming fall, and all of the jobbers expect that higher prices than those noted here will be in force before many months have passed. This being the case, it would seem advisable for retailers to protect their interests by placing their orders at once.

Notification of higher prices on iron horseshoes has been given, the advance being 50c per keg. The new prices are as follows:—Nos. 0-1, \$5.40; 2 and larger, \$5.15.

As might also be expected, revised quotations on wrought iron pipe have also been issued. The new prices follow herewith:

Black—¼, \$3.70 100 ft.; ¾, \$3.78; 1½, \$4.87; ¾, \$5.92; 1, \$8.75; 1¼, \$11.30; 1½, \$13.50; 2, \$18.18.

Galvanized—¼, \$6.45; ¾, \$6.55; 1½, \$7.35; ¾, \$9.28; 1, \$13.72; 1¼, \$17.73; 1½, \$21.20; 2, \$28.55.

A sharp advance on all building papers has gone into effect, and window glass has advanced 5 per cent. New prices on rope have been announced, and are as follows: Pure Manila, 23c; sisal, 14½c; British Manila, 18½c; and lath yarn, single, 14c per lb. base.

SELF IMPROVEMENT

The chief beauty of our honest facing of our own faults is the resultant effort at obviating them. And that is the corner stone of great success. For each kindly thought is followed by kindly deeds unconsciously done; each small attention to the detail of our work by resultant growths in our business edifice. So that the results flow on in an invisible and beneficial chain that benefits others, and by so doing finally come back to their source and benefit us.

WEEKLY PAINT DEPARTMENT

Paint Displayed to Advantage

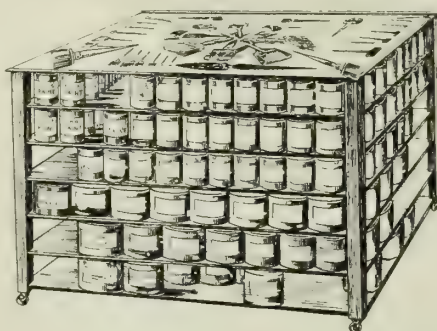
Mount Forest Hardwareman Conceived Idea of Arranging Cans on a Movable Rack to be Placed in Centre of Store During Painting Season.

MOST hardware dealers find it somewhat troublesome to find space for their paint stock, especially when they are carrying a fairly heavy one. Paint is a bulky article, and takes a lot of space to store it in order that it may be secured without difficulty.

F. W. Hendershot, of Mount Forest, has conceived a device which he finds will not only economize greatly in space, but will enable him to have all his various lines of paint ready at hand and easy of access. A paint rack, 7½ feet in length and 3½ feet in width, was constructed of ordinary well-planed and finished lumber. There are six shelves in the rack, covering the full dimensions of the rack. Three of these shelves are utilized for carrying the quart cans, of which there are nineteen cans in each of the eight rows on the shelf. On the three shelves, therefore, it is possible to carry 356 one-quart cans.

On the three bottom shelves the half-gallon tins are kept. Of these the shelves are capable of accommodating thirteen cans in each of the six rows, making 224 of the half-gallon cans. This device is, therefore, capable of holding 680 cans of quart and half-gallon sizes.

This rack is mounted on casters, which permit of the display being shifted to the front part of the store when the painting season is on. The cans are arranged on the shelves according to the numbers by which they are sold by the manufacturers. It is possible to ap-



Paint Display Rack Used by F. W. Hendershot, of Mount Forest

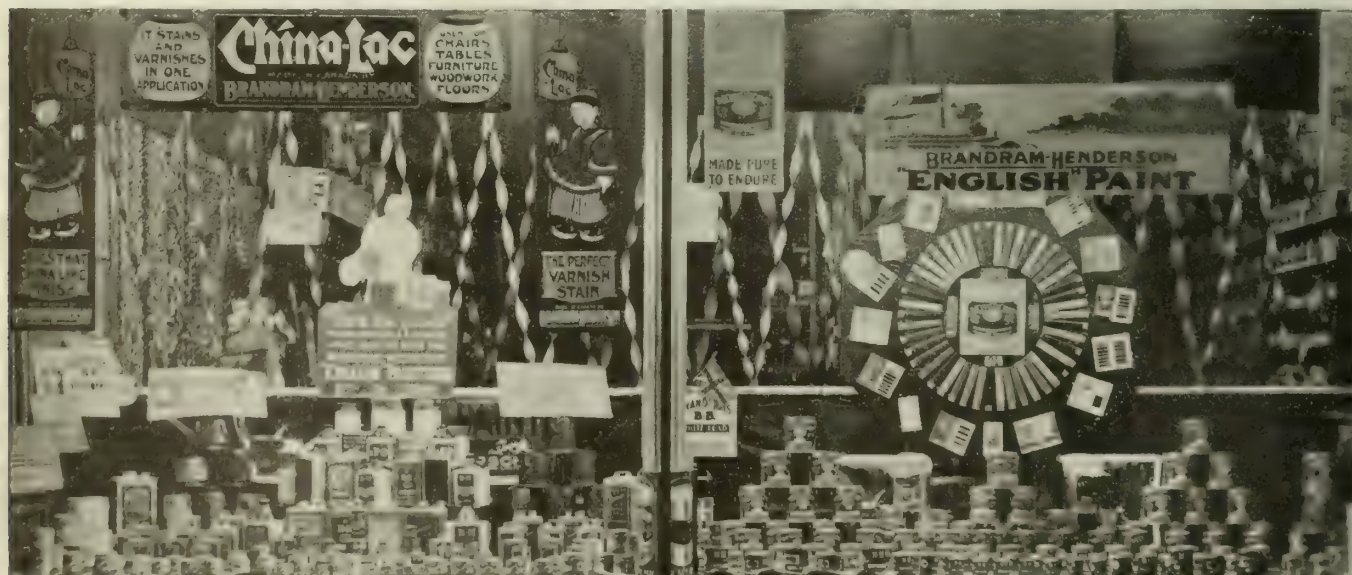
proach this paint display from all four sides when it is placed in the middle of the floor in the front part of the store. When the painting season is over, it will be possible to shift it to the rear of the store, where it will still hold the paints, but where it will be out of the way.

On the top of this rack all the various

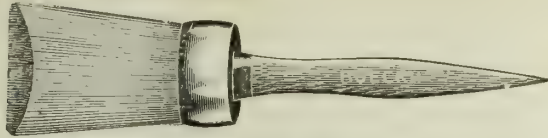
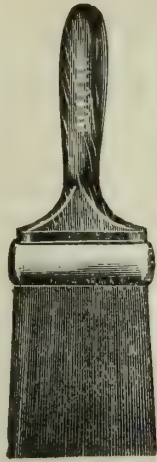
paint brushes are kept on display. These brushes are arranged according to their sizes and in full view. The arrangement, as stated by Mr. Hendershot, gives good satisfaction. It has the advantage also of reminding the prospective customers that it is the painting season as soon as they enter the store. If they were not thinking of buying paint when they entered they may think differently before they leave when they see the goods prominently displayed before them. The next month or six weeks is the big painting season. Anything that can be done to bring the paint display prominently before the people will greatly help the sales.

McLaughlins in New Paint Company

The notice that letters patent have been issued to the Flint Varnish and Color Works, Limited, under the seal of the Secretary of State for Canada on March 29, 1916, announce the incorporators as William Wallace Mountain, manufacturer, and John Jay Carton, attorney and counsellor-at-law, of Flint, and George William McLaughlin and Robert Samuel McLaughlin, manufacturers, and George Wellington Hezzelwood, accountant, of Oshawa. The new concern is to be located on Perth Avenue in Toronto. An announcement of the organization of the company appeared some weeks ago.



Window Display of Paints in the store of Rumball & Ker, St. Catharines, Ont., showing the tasteful arrangement and attractive ways that paint can be displayed to advantage.



THE BRISTLES CAN'T
COME OUT

QUALITY

is always a pre-eminent feature in



“STEEL GRIP”
PAINT AND
VARNISH **BRUSHES**

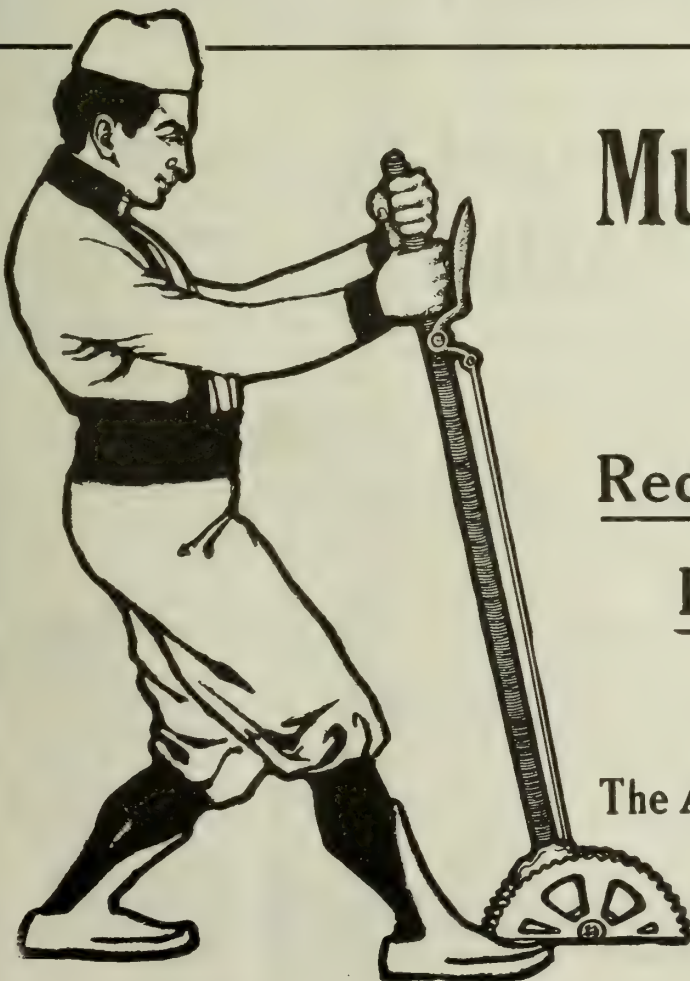
The favorable reputation which they bear is due largely to this, and the advantage of the “Bristle Tight” feature adds considerably to their popularity.

They are guaranteed—this relieves the dealer of responsibility. He knows that every “Steel Grip” customer is bound to get satisfaction—and is therefore a safe line for the dealer to recommend.

PRACTICAL PAINTERS PREFER BOECKH'S.

Write for prices, etc.

The Boeckh Bros. Company, Ltd., Toronto, Can.



Munro's Dry Colors

will set you on the right
track to better business.

Reds, Greens, Yellows,
Blues, Paris Green

INSIST ON “MUNRO'S.”

The Allan Munro Color Co., Limited

MONTREAL

BUYING AWAY FROM HOME

From the Bargain Counter News

In a recent issue we printed the following about the Southern farmer:

The average Southern farmer gets "up at the alarm of a Connecticut clock.

Buttons his Chicago suspenders to Detroit overalls.

Washes his face with Cincinnati soap, in a Pennsylvania pan.

Sits down to a Grand Rapids table.

Eats Chicago meat and Indiana hominy, fried in Kansas lard on a St. Louis stove.

Puts a New York bridle on a Kentucky mule, fed with Iowa corn.

Plows a farm covered by an Ohio mortgage with an Illinois plow.

When bed time comes, he reads a chapter from a Bible printed in Boston and says a prayer written in Jerusalem.

Crawls under a blanket made in New Jersey, to be kept awake by a houn' dog—the only home product on the place.

And then—

He wonders why he cannot make money raising cotton.

The above little extract was widely read and we had many requests from Southern business men for copies of it. Now one of our subscribers who lives in the middle West, thinks that all of this buying away from home is not confined to the Southern farmer and furnishes the following:

"She gets up from her slumbers on a Cincinnati made mattress; stands before a French made mirror; quickly adjusts her Connecticut made hair fastened with a Rhode Island barrett; arranges her New York complexion, adjusts her Baltimore or Cincinnati made gown; puts on New Jersey made hose, buckled with Philadelphia supporters; buttons her Boston made shoes and sits down on an Ohio made chair; looks up her household necessities through a mail order catalogue; picks up her Canadian made furs, which resembles Old Tom, a Charleston house cat; the only home product on the place; then wonders to hubby why business and employment are not better in our town."

Hubby answers: "If you buy out of town, and we buy out of town, and our neighbors all buy out of town, and the jobbers sell all the 'so-called good people' their family supplies at wholesale prices for cash, what in thunder will become of our town and business?"

ENEMY OR PATRIOT

From Financial Post

In Southern Alberta it is said that farmers have left their adopted country because they could not enlist and because they felt or were made to feel that they were not doing the honorable thing if they did not. Any force or influence used which tends to cause a man, who for a good reason cannot enlist, to quit productive industry, should be discouraged. What is needed is a system of recruiting that will determine who are the necessary producers and those that can best be spared for the front. Most men know of other men that can give no satisfactory reason for their not being in khaki at the present time. A common sense system is needed for registering or testing these possibilities.

In the prairie districts great suffering resulted in the winter from a shortage of fuel. There was abundant fuel but not sufficient men to mine it. Recruiting sergeants were so successful amongst the underground workers that the fit labor was quite inadequate to meet the demand for coal with resultant suffering on the farms. No one realizes the necessity of providing fuel more than the mine operators themselves and they are preparing for increased production to meet the proposal of prairie fuel dealers to stock up during the summer and fall, but the men operating the mines naturally want some assurance that as soon as men are obtained they will not be taken or driven away by indiscriminate recruiting.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

WIRE REQUIRED IN THE UNITED KINGDOM

Mr. J. E. Ray, trade commissioner, Birmingham, writes the Department that a British firm of contractors under Admiralty, Board of Trade and Lords' Survey, is inquiring for the following wire. The firm has already handled thousands of tons of steel wire for military purposes. As the wire is needed as quickly as possible, cabled quotations would be preferred:

Hard bright spring wire for military entanglements, in coils, 40 tons tensile, 2.4 mm. round.

Barbed wire, galvanized, assorted, 3-inch and 6-inch between bars. 12½ gauge black barbed wire.

Galvanized wire, 40 tons tensile strength, 5 mm. round.

Black varnished steel wire, 40 tons tensile strength, 5 mm. round.

Black varnished steel wire, 40 tons tensile strength, 2.4 mm. round.

Plain steel wire, 40 tons tensile strength, 5 mm. round.

Plain steel wire, 40 tons tensile strength, 2.4 mm. round.

Black annealed drawn steel wire, 25 to 30 tons tensile strength, 2.4 and 5 mm. round.

Soft steel wire, annealed and galvanized, 0.44 mm. round, 25 tons tensile strength.

N.B.—The last item is wanted quickly, 70 tons per month.

CATALOGUES AND BOOKLETS

New Catalogue of Brass Goods

U. T. Hungerford Brass & Copper Co., 80 Lafayette street, New York, with branches in Philadelphia, Boston, Baltimore and San Francisco have just issued their latest catalogue, consisting of over 400 pages, handsomely bound, illustrating the complete line of brass and copper sold under their well known trade mark "Star Brand."

The contents are classified in separate departments, thereby providing the trade with a concise price list, together with lists showing material aggregating over five million pounds carried in stock ready for prompt shipment.

The unprecedented conditions prevailing in brass and copper mills due largely to the European situation, thereby causing unusual delays in deliveries makes this immediately available supply of obvious advantage. An inspection of the catalogue is sure to prove worth while.

Pamphlet on Vegetable Scales

John Chatillon & Sons, New York, have issued a pamphlet on the subject of vegetable scales. There has been developing for some time the preference for weighing vegetables instead of measuring them. The idea has appealed to the authorities so strongly in certain cases that they have required that sales be made on this basis.

HARDWARE LETTER BOX

Track and Sheaves for Show Cases

George A. McMurtry Company, St. Thomas, Ont.—Can you supply us with the address of manufacturers or jobbers of track and sheaves for show cases?

Track and sheaves for show cases are manufactured by the Garden City Plating & Manufacturing Co., corner Ogden and Tallman Avenues, Chicago, Ill., and Francis Keil & Sons, 401-425 E. 163d Street, New York City, N.Y.—Ed.

Rubber Bottle Stoppers

W. C. Stearman, Vancouver, B.C.—Kindly inform us at your convenience who is the manufacturer of rubber bottle stoppers.

Rubber bottle stoppers are manufactured by the Canadian Consolidated Rubber Co., 1 Front Street E., Toronto, Ont., and by A. Schrader Sons, Ltd., 20 Hayter Street, Toronto.—Ed.

Powdered Solder

Camel Film Company, Port Stanley, Ont.—Kindly advise me where I may procure lead and tin in powdered form, or preferably solder in powdered form.

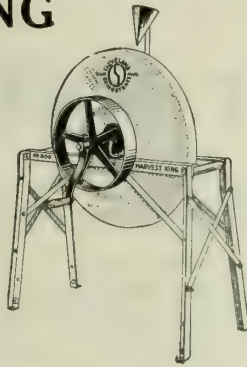
The Canadian Metal Company, Fraser Avenue, Toronto, have a brass brazing spelter powder. This company states they are not aware that there is a powdered lead or powdered tin. There is of course the oxide of lead which is used in the manufacture of paints.—Ed.

TAKEN INTO PARTNERSHIP

Joseph E. Lemieux, wholesale hardware, of Quebec City, has admitted as partners, Joseph A. Fillion and Joseph L. Dugal. Mr. Fillion has been in the employ of the house for 23 years, latterly as sales manager, while Mr. Dugal has been connected with the house for 21 years, recently as office manager. The extensive experience of the new partners will materially strengthen the firm, which will be continued under the name of Joseph E. Lemieux, wholesale hardware.

HARVEST KING

A new stone that you can sell to your Farmer Trade at low cost. It's made from either genuine Huron or Berea Grit, and the stone is 20% larger than in any similar size frame. The Harvest King will give you the edge on the grindstone trade in your locality—enable you to cash in on the demand for a high-grade stone at the right price.

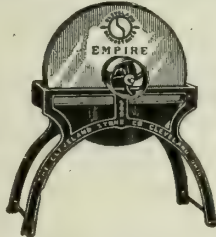


CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

Write for catalog of complete line TO-DAY—NOW. You will find the right quality and grade of stone for every purpose—every one selected by experts and guaranteed free from flint spots or soft spots. Give us name of your jobber and we will send you copy of our famous book, "How to Keep Mail Orders at Home."

The Cleveland Stone Co., Cleveland, Ohio



Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hickory,
nicely finished.

All leading Jobbers stock
them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.



THE painter knows by experience when he buys varnishes or enamels bearing our trademark, that he can produce a finish that will be a credit to himself, and satisfy the most critical customer.

Even the smallest varnish buyers have come to know that "if it's Berry's, it's right."

This is why Berry Brothers' label always proves an efficient salesman for Berry Brothers' varnishes.

If you make a leader of Berry Brothers' line, you will have the satisfaction of knowing you are not only serving your own best interests, but your customers' also.

Send for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May, 4.—In the midst of the spring rush a serious handicap has arisen in relation to making deliveries through a strike on the part of the employees of two big teaming companies in the city which has disorganised the service between shippers and the railways. Service to the boats is being maintained as usual but to get goods to the railway warehouses the shippers have to depend upon making their own arrangements with independent teaming companies or individuals. Otherwise the situation in the paint trade is regarded as generally satisfactory all things taken into consideration and the volume of sorting orders coming from outside districts is gratifying in view of the recent material advance in prices. Improvement in the city is not very great but is noticeable and appreciated in view of the long period of near stagnation since the outbreak of the war.

Manufacturers find their difficulties in the matter of securing colors, chemicals and some other raw materials on the increase and this more than offsets the slight improvement noted in relation to linseed oil and turpentine—an improvement which continues in regard to easier prices. So far as the general outlook for mixed paints is concerned, manufacturers reaffirm that present selling prices do not yet cover the cost of raw materials and that further advances may be made unless there is some radical reaction and such reaction does not appear possible while the war continues.

Oil Still Easier.—There is a continued note of easiness in the linseed oil situation which makes itself evident, as it has for some weeks, in shading of quotations. A week ago the range was 90c to 92c for raw oil on the single barrel basis but since then certain interests have dropped their figures 1 cent, and, while the former high still holds, it is likely to be brought down a couple of cents on a readjustment in the near future, thus reducing the spread of 3 cents recently created to 1 cent. The outside figures are not 88c and 91c, for raw and boiled respectively, and 92 cents and 95 cents, but the bulk of the business is being done at the lower figure to 90c and 93c. Following quotations cover the situation:

	Raw	Boiled
1 to 2 barrels	92c	95c
3 to 5 barrels	91c	94c
6 to 9 barrels	90c	93c

Lead is Steady.—There is practically no change in the situation as regards

white lead. Recently there has been a somewhat easier tone in the lead market but it has not been sufficient to affect official quotations. Deliveries of lead and other heavy materials are particularly affected by the strike of the teaming companies. Prices continue: \$13.80 for ton lots and \$14.10 for smaller orders.

Turpentine Unchanged.—There has been no noticeable change in the turpentine situation since last report and prices continue 72c to 74c with odd quotations as high as 75c; the tendency is to shade off the higher figures. Market may be regarded as follows:

1 barrel	72c-74c
2 to 4 barrels	71c-73c

Gasoline Makes Advance.—The strong tendency in the gasoline market to which reference has been made for some weeks has been followed by an advance of another half cent. The outlook is for still higher prices. Quotations are now as follows:

Gasoline in barrels	34c
Gasoline in drums	31c
Gasoline tank wagon	30½c
Benzine half a cent lower.	

Substitute for Paris Green.—In the event of a big demand for Paris green this summer, insect campaigns may be carried on extensively with a substitute poison known as bugocide. Manufacturers of Paris green report that supplies are practically sold up at the present time and that if a strong demand develops later it will be a case of using a substitute or of paying abnormal prices. To purchase new supplies of certain materials would mean much higher costs of production. On the other hand there are other chemicals available from which a very good substitute can be made at a materially lower figure.

TORONTO

TORONTO, Ont., May 4.—Further declines in prices of linseed oil and turpentine are the principal features to note this week. Both markets are very unsettled, and still lower levels may yet be reached before the reaction sets in. With the above exceptions, the market is very firm, and prices are being well maintained. The discount on the new pane glass list has been announced, which makes a slight advance as compared with the old list. There is no appreciable improvement in the demand for paints as yet, as the weather is hardly favorable for outside painting operations.

Another Decline in Oil.—The linseed oil market continues weak and unsettled,

and prices have again declined. There is now a considerable spread in prices, ranging from 88c-91c to 96½c-99½c; the mean between these prices, 93c-96c, is, however, more generally being quoted. The light demand for oil has resulted in price-cutting, and there is at present little stability to the market. Although flax seed is considerably lower than it was a few months back, it is higher than it was at the corresponding period last year. The following prices are generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	93c	96c per gal.
3 to 5 barrels	92c	95c per gal.
6 to 9 barrels	90c	93c per gal.

Turpentine Declines.—Another drop in the price of turpentine brings the quotations down to 72c per gallon, being 3c lower than last week. The reason for this, as in the case of linseed oil, is due to the light demand, but an improvement is looked for any time. The market in the South is also weak, but has a firmer tendency, due to the arrival of new turpentine. The following prices are being quoted in Toronto for turpentine:—1-barrel lots, 72c; 2 to 4-barrel lots, 71c; and 5-gallon lots, 79c per Imperial gallon.

Glass.—The discount on the new pane glass list is 50 and 5 per cent. As compared with the old list, the new pane prices are a little higher. The new pane list is being distributed to the trade.

Blue Vitriol.—There is no improvement in the situation, and one leading producer is reported as having withdrawn from the market. Prices are unchanged, but firm, with a higher tendency.

White Lead.—The market is firm and prices are being well maintained at \$13.95 in ton lots. Pig lead is showing a weaker tendency, the outside market being now at the same level as the Trust's price of 7.50c New York.

Gasoline.—Higher prices for gasoline have been expected recently, but have not materialized. It is possible that the present prices will prevail for some time, but will ultimately reach higher levels before there is any permanent relief. The consumption of gasoline is steadily increasing, but the production of crude oil is practically stationary. The situation is becoming serious, and will affect lubricating and fuel oils. Gasoline is being quoted at 32c per gallon.

Putty.—The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25
Pure putty, 70c per 100 lbs. advance.	

Here is just what you
have been looking for.

The Merchant who would walk before he runs and wants a *trial trip* with

“China-Lac”

will find the following small assortment sell outright, start enquiries, increase demand, and if we are not mistaken, tone up the whole paint department for Spring business.

“China-Lac” Assortment

No. 1

Name of Stain.	No. 1 Wine Qt.	No. 2 Wine Pt.	No. 3 Wine ½ Pt.	No. 4 Wine ¼ Pt.	No. 5
Natural	1	2	3	3	..
Light Oak	1	2	2	2	..
Golden Oak	1	2	3	3	..
Walnut	1	2	3	3	..
Cherry	2	3	3	3	..
Rosewood .....	..	1	2	2	..
Gloss Black .....	..	1	2	2	..
Flat Black .....	..	1	2	2	..
Ox Blood .....	..	1	2	2	..
Gloss White .....	..	1	2	2	..
Flat White .....	..	1	2	2	..
Ground	1	2	3	3	..
Green .....	..	1	2	2	..
Mahogany	1	2	3	3	..
Aluminum .....	..	..	..	..	3
Gold .....	..	..	..	..	3
	6	21	35	32	6

This assortment includes sufficient advertising matter to push these goods in your store and window.

If you prefer a larger assortment, order either our No. 2 or No. 3a. Full information about all of these will be sent on request.

Send your order in to-day and have the goods go forward at once.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 69
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co.,
Resale discounts Eastern Canada:
22 Short Lesmok, 22 Long Les-
mok and Smokeless, 33-21½ off;
22 Short Smokeless, 40-10% off;
22 Long Rifle Lesmok and Smoke-
less, 25% off; 41 Swiss Ball
and Shot Cartridges, 26½% ad-
vance; all other R. F. Ball Cart-
tridges, 20-15% off;
ridges, 15% off; all other R. F.
Centre Fire Pistol and Rifle
Ball Cartridges, 15½% advance;
Centre Fire Pistol and Rifle Shot
Cartridges, 4% off; Centre Fire
Military and Sporting Ball Cart-
tridges, 26½% advance; Centre
Fire Military and Sporting Shot
Cartridges, 15% advance; Primed
Shells and Bullets, 20% advance;
Brass Shot Shells First Quality,
30-10% off; Brass Shot Shells,
Second Quality, 45% off; Loaded
Paper Shot Shells, New Club,
15% off list; Nitro Club and Rem-
ington, 20-5% Arrow, 25-10%.
Ball caps, B.B. Caps, \$2.55 per
M. net; C. B. Caps, \$3.20 per M.
net; Blanks, R. F. 22 Short, \$2.30
per M net; R. F. 32 Short, \$3.75
net; C. F. 32 STW., \$8.25 per M
net; C. F. 38, STW., \$10.45 net.
"Dominion" B.B. Caps, 35-
10%; C. B. Caps, 35-2½%;
22 short, black, 35-2½%; 22
short smokeless, 40-10%; 22
long, black, 35-2½%; 22 long,
smokeless, 35-2½%; 22 long, rifle,
black, 25; 22 long, rifle, smoke-
less, 25; other R. F. ball, 30;
R. F. shot, 30; Pistol and rifle
ball, add 5%; Pistol and rifle
shot, add 5%; military and
sporting advance 25%; Primers,
\$2.10 per M. net; brass shot
shells, 35%; "Winchester" B.B.
Caps, \$2.55 M net; C. B. Caps,
\$3.20 M net; 22 short, black and
Lesmok, 20-10; 22 short, smoke-
less, 37½%; 22 long, black and
Lesmok, 20-10; 22 long, smoke-
less, 15%; 22 long rifle, black,
15%; Other R. F. black, 15%;
Other R. F. Ball, 15%; R. F.
Shot, 20 and 15; Pistol and Rifle
Ball, adv. 15%; Pistol and Rifle
Shot, 4; Military and Sporting
adv. 40; Primers, \$2.80 net; Brass
Shot Shells, 20 and 10%.

Smokeless, Grand Prix, Eley, 20
and 5%; "Crown" Black Powder,
15 and 7½%; "Sovereign" Bulk
Smokeless Powder, 20 and 7½%;
"Rigan" Dense Smokeless Pow-
der, 20 and 7½%; "Imperial"
Shells, both Bulk and Dense
Smokeless Powder, 20 and 5%;
Canuck Smokeless, 20 and 7½%;
Empty shells, 27½%; 90 days net.
Shot, standard, 100 lbs., Toron-
to, \$14.50; Montreal, \$14.25; net
extras, as follows, subject to cash
discount only: Chilled, \$1.50;
buck and seal, 80c; No. 28 ball,
\$1.20 per 100 lbs.; bags less than
25 lbs.; ½c per lb.; f.o.b. Mont-
real, Toronto, Hamilton, London,
St. John and Halifax freight
equalized.

Dominion Hand Traps, \$3.50
each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expulsive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No.
2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Im-
perial Genuine, Imperial Tough,
Armature Special, White Brass,
Metallic Genuine, Harris Heavy,
Pressure, Hercules Genuine,
White Bronze, Star Frictionless,
Aluminoid, Mogul, No. 0, 1, 2, 3
and 4. Prices 11 to 60c lb.
Thomas Robertson & Co., Ltd.
—No. 1, 32c; No. 2, 23c; No. 3,
19c.
Tallman Brass & Metal Co. —
Arctic Metal—XXX Genuine Su-
perior, A Special, Hoo Hoo, "A,"
"B," "C," "D," No. 1, 2 and 3.

Prices 11c to 60c pound.
Hoyt Metal Co.—Nickel Genu-
ine, Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 11c to 60c.
Langwells—Extra 16c; No. 1,
15c; No. 2, 14c; No. 3, 12½c.

MELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, \$1.10; cut
laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE. Montreal Toronto
Single bbls., gal. ... 0 32½ 0 31½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, % in.
dia. and smaller, 40%.
Carriage Bolts (\$1), list, 7-16 in.,
25%.

Machine Bolts, % in. dia. and
smaller, 40%.
Machine Bolts, 7-16 in. dia. and
larger, 30%.

Sleigh Shoe Bolts, % in. dia. and
smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 25%.

Coach and Lag Screws, 50%.
Skein Bolts, 45%.

Square Head Blank Bolts, 30%.
Bolt Ends, 30%.
Plow Bolts, 30%.

Elevator Bolts, 30%.

Fancy Head Bolts, 25%.
Shaft Bolts (\$3 list), 25%.
Shaft Bolts, large head (\$3) list,
25%.

Whiffletree Bolts, 25%.
Nuts, square, 2c off list.
Nuts, hexagon, 2c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 65%.

Tire Bolts, 55%.

BORAX

Lump, Crystal Borax, lb. 0 07½

BRASS.

Per lb.
Springs, sheets, 8" wide,
up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded \$7 50
30-gal. Standard, riveted 7 75
30-gal. extra heavy 11 00

BOARDS, BAKE.

Per doz.
No. 1—18" x 24" 6 00
No. 2—18" x 28" 7 20
No. 3—20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash) Tin Plate Zinc

Per doz.

Pony \$1 75

Crown 3 55

Dandy 3 75

Improved Globe 2 40

Standard Globe 2 50

Neptune 2 50

Original Globe 2 75

Newmarket King 4 25

Victor (Glass) 4 25

Jubilee 4 25

Diam'd King (Glass) 4 50

Western King

(Ename)l 4 00

Wood, double faced. 1 25

Subject to small discounts for
quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 15 26

Weighted, 20 lbs., per doz. 17 62

Weighted, 25 lbs., per doz. 21 26

BUTTS.

No. 804 and 840, 57½%; No. 800

and 838, 40 and 10%; No. 802,

55%; No. 808, 50%; No. 810 and

\$14. 45%.

CANS.

Milk cans and pails, 25%.

Creamery cans, 35%.

Railway cans, 40%.

Hands, delivery and creamer

cans, 25%.

Cream cans, 35%; with dome top,

15c extra. Retinned, 70 and

10%. Plain, 70 and 20%.

Milk can trimmings, net.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85

Portland, per bbl. carload

lots, f.o.b. Toronto. 1 50 1 50

White Bros. English. 2 00 2 05

"Lafarge" cement, in wood 3 40

Fire brick, Scotch,

per 1,000 23 00 28 00

Fire brick, English. 17 00 21 00

Fire brick, Mm., low. 23 00 25 00

Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00

6 lb. tins, per doz., lb. 0 05

25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls.) ... 0 25

Cement (in 5 and 10 gals.) ... 0 23

Cement (in 2 gals.) 0 30

Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross. 0 65 0 80

Carpenters' lead pen-

Common cold, ½, \$1.25; ¾,
\$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if
B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼,
\$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16,
\$6.55; ½, \$6.35; 9-16, \$6.35; ¾,
\$6.20; ¾, \$6.10; ¾, \$5.95; 1, \$5.80.

Electric Weld Coil Chain—B.B.

3-16 in., \$11.45; ¼ in., \$8.15; 5-16

in., \$6.65; ¾ in., \$5.60; 7-16 in.,

\$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain,

¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2,
\$10; No. 3, \$11; No. 4, \$13; No.
5, \$16; f.o.b. Toronto, Hamilton,
Fergus, London and St. Mary's,
37½%; f.o.b. Ottawa, Kingston
and Montreal, 35%.

COPPER.

Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in. 47 50 46 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned,

14x60, 14 oz. 55 00 54 00

Copper sheet, plan-

ished, 14x60 base 58 00 57 00

Braziers' in sheets,

6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,

35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½

No. 7, lb. 0 32½

No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50

Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4;

Ideal, egg boxes, with filler, 12

doz. size, per doz., \$4.

CANADA PLATES.

Montreal

Ordinary, 52 sheets 4 50

All bright, 52 sheets 6 30

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box

IC, 14x20 base \$ 8 00

IX, 14x20 base 9 00

IXX, 14x20 base 10 25

IXXX, 14x20 base 10 25

Raven and Murex Grades—

IC, 14x20 base 5 50

IX, 14x20 base 6 50

IXX, 14x20 base 7 50

IXXX, 14x20 base 10 00

"Allaway's Best" Standard

Quality.

IC, 14x20 base 6 75

IX, 14x20 base 7 75

IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—

1 C, 20 x 28, 112 sheets, 216 lbs.,

\$10; 200 lbs., \$10.25.

COKES, BRIGHT.

Bessemer Steel—

10x14x20 base 6 50

20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80

Look Out 1 00

Big Ben, each 2 10

Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.

Wood Drills, 20%.

Straight Shank Drills, 45%.

MADE IN CANADA


3 SPECIALS GUARANTEED
 TO GIVE EXCELLENT SERVICE

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG



THE NEW PACKAGE

Muresco—

will put more dollars in your till

It doesn't take 6 months or a year or two years to get a trade worth while with Muresco.

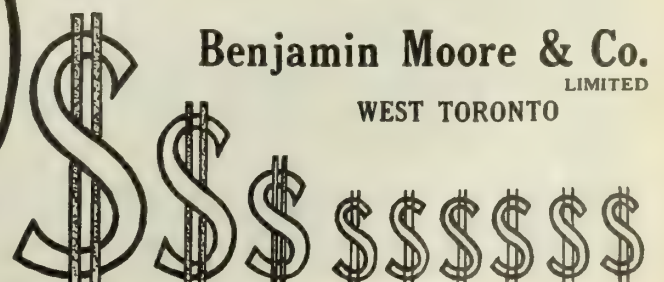
Thousands of homes have become steady users and are big boosters.

Muresco Sells On Sight. There's no better time than now to start up with the Muresco Agency, as Spring housecleaning is certain to bring a big demand.

The Muresco finish is durable as well as attractive. There is no rubbing, cracking, peeling or blistering. Muresco is superior as a surface coverer, and is Sanitary and Hygienic.

Eighteen tints and colors.

Positively the best and most profitable for your customers as well as yourself.


Benjamin Moore & Co.

LIMITED

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.65	5
McClellan Globe	.65	10
Black Diamond	.55	
Delta Files	.55	10
Nicholson	.55	
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 5%; flanged unions, 60%; malleable bushings, 60 and 5%; nipples, 72½%; malleable tipped unions, 60%; plugs, 60 and 5%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 15
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 32½
Drums	0 31
Tank wagon	0 30½

Any quantity, in bbls. 32
Drums, 40 gal., per gal. 29
Tank wagon 28½

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1½ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1½ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1½ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1½ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt., 8 85
Masons, 5 lbs. and over, per
cwt. 10 10
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00
Second growth ash, fork and shovel handles, 35 per cent.	
Extra ash fork, hoe, rake and shovel handles, 35 per cent.	
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.	
Team whiffletrees and neck- yokes, 30 per cent.	
White ash carriage, buggy and democrat whiffletrees and neck- yokes, 35 per cent.	
All other ash goods, 40 per cent.	
Railroad and navy pick, 25 per cent.	
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.	
Hickory cant hook handles, 30 per cent.	
Doubletrees, 35 per cent.	
Extra quality, 40 per cent.	

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith	9 00
Atlas, steel covered	\$5 25
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King Hangers, doz. sets	6 40
Storm King and safe- ty hangers	5 75

Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating
and Big Twin Hangers, 5 per
cent.

Steel track, 1 x 3-16 in. (100 ft.)	\$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Samson Samson

Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices			
	Heavy	Strap	Tee
4 in., doz. prs.	\$1 37	\$1 16	
5 in., doz. prs.	1 66	1 45	
6 in., doz. prs.	1 81	1 63	
8 in., doz. prs.	2 46	1 85	
10 in., doz. prs.	4 35	3 33	
12 in., doz. prs.	5 40	5 25	
14 in., doz. prs.	6 16	5 36	

London price figured net at
27½%.

Light.

3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 53	1 91
14 in., doz. prs.		2 34

Heavy tee and strap discount,
27%.

Light tee and strap discount,
50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60

Extra hooks for above, ¾
in., per lb. 5½

Extra hooks for above, ¾
in., per lb. 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps
55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$9.75; No.

50, \$24; No. 51, \$10.20; No. 120,

\$18.60; No. 2255, \$19.20.

Chicago hold back screen door
iron, gross, 12 per cent.

Chicago spring hinges, 15 per
cent.

Triplex spring hinges, 40 per
cent.

Chicago surface door (6,000)

45 per cent.

Garden City fire house hinges,
12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3¼-lb., \$1.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 75

HOOKS, GRASS

	Canadian	English
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No. 2, per doz.	2 00	3 60
No. 3, per doz.	2 10	4 10
No. 4, per doz.	2 20	4 60
No. 5, per doz.	2 40	

HORSESHOES

Montreal.

Iron shoes, light, medium and
heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show
pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L."

steel shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special

countersunk steel, all sizes, 0-4,

\$6.75; toe weight steel shoes, all

sizes, No. 1 to 4, \$7.25.

Toronto

Iron shoes, light, medium and
heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show
pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L."

steel shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, featherweight pattern, all

sizes, No. 0 to 4, \$6.25; special

countersunk steel, all sizes, 0-4,

\$6.75; toe weight steel shoes, all

sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.40; "Sharp"
No. 2 and larger, \$1.60; "Sharp"
No. 1 and smaller, \$1.75. Put up
in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½
Less 5 per cent. for full reels, 500 ft.	

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
--	----------	---------

Angles	base 3 50	3 50
Common bar, per		
100 lbs.	2 80	3 00

Refrined iron, per

100 lbs.	3 05	3 25
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Horseshoe iron, per

100 lbs.	3 45	3 00
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Norway iron 3 25 | 5 50 |

Mild steel 3 30 | 3 00 |

Band steel 3 30 | 3 50 |

Sleigh shoe steel 3 30 | 3 00 |

Domestic 3 30 | 3 00 |

Reeled machinery

steel	4 50	4 50
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Tire steel 3 40 | 3 15 |

Toe calk steel 4 20 | 3 95 |

Mining tool steel,

per lb.	0 11½	0 10
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Cammell Laird, lb. 0 18 | |

Sheet, cast steel, lb. 0 20 | 0 20 |

Black Diamond tool

steel, per lb.	0 11½	0 11
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Silver tool steel, lb. 0 17½ | 0 18 |

Spring steel 4 35 | 4 50 |

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06 | |

¾ to 1-16 in. 0 05½ | |

¾ to 1-7-16 0 05½ | |

2 to 3 0 05 | |

List, plus 40 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots	\$13 25
------	---------

72x30, 26 gauge, case lots. 13 75

Less than case, 25c per 100 lbs.
extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,

per set 0 85 | |

Mrs. Potts, No. 50, nickel-

plated, per set 0 90 | |

Mrs. Potts, handles, japan-

ned, per gross 8 40 | |

Sad irons, common, plain 5 00 | |

Sad irons, common, plated 5 50 | |

Princess Electric, each 2 15 | |

Ideal Electric, each 2 85 | |

Gasoline Sad Irons, each 3 50 | |

Ideal Gasoline, each 3 15 | |

Dover Electric, net 3 00 | |

LADDERS, ETC.

(Step Ladders)

Shelf-lock 13c ft. | |

Ontario 17c ft. | |

Faultless 21c ft. | |

Mechanic 26c ft. | |

Hercules 24c ft. | |

Perfect 23c ft. | |

Faultless, extra heavy 26c ft. | |

Hercules, extra heavy 29c ft. | |

Mechanic, extra heavy 31c ft. | |

Chair ladders, each \$2 00 | |

B.T. Standard 17c ft. | |

B.T. Economy 13c ft. | |

B.T. Iron Bound, 4-9 ft. 25c ft. | |

B.T. Iron Bound, 10-14 ft. 30c ft. | |

B.T. Iron Bound, 15-16 ft. 40c ft. | |

B.T. Iron Bound, 17-20 ft. 50c ft. | |

Crescent 16c ft. | |

Household 12c ft. | |

Standard 19c ft. | |

Electrician 25c ft. | |

Heavy duty 45c ft. | |

Extension 23c ft. | |

Common and Roped Extension.

Up to 32 ft. 16c ft. | |

Up to 26 ft. 18c ft. | |

40 to 44 ft. 19c ft. | |

48 to 52 ft. 24c ft. | |

56 to 60 ft. 29c ft. | |

Single and Fruit Picking.

10 ft. to 16 ft. 12c ft. | |

18 ft. to 22 ft. 13c ft. | |

LANTERNS Per doz.



Here's a Quick Seller Beatty Bros. New Washer

There's a need in scores of homes in every town for a good power washer.

Hydro power will run the BT Forest City Washer for $1\frac{1}{2}$ ¢ per hour. The cost is almost negligible in any town where there is electric power.

There is need for one on the farm. A gasoline engine will run it for little or nothing. The farmer wants to keep his engine busy.

Power Washer Pays Its Cost

The first cost of a BT Forest City Washer with electric motor or for gasoline engine is practically the only cost. The machine soon saves work enough to pay for itself.

It washes and scrubs the clothes while the housewife is doing breakfast, or gives her the leisure to sit down and rest. It does all the back-breaking work.

Washes and Wrings

It does both the washing and the wringing.

A handle beside the wringer controls the whole machine. A

simple turn will stop or start it; make it wash separately or wring separately; make the wringer run in one direction or reverse and run in the opposite direction. This handle gives such complete control and the machine is so simple to run that any woman or girl can operate it. In case of accident in the rolls, she can stop the wringer instantly.

Simply Constructed

There is little machinery and few working parts. It is so simple that it looks more like a hand washer than a power machine. Indeed, it is simpler than many hand machines.

All gears, and cogs, are enclosed.

The parts are compact, not scattered here and there all over the tub, but mounted on a unit frame. They are held in perfect alignment by this strong frame and will continue to work perfectly even when the tub becomes shaky with age.

Order one of these washers, or write for illustrated literature.



BEATTY BROS., LIMITED, Fergus, Ont.

EDMONTON, ALTA., WINNIPEG, MAN., MONTREAL, QUE., ST. JOHN, N.B.

BT Pumps, Churns, Washing Machines, Ladders, Hay Carriers, Wringers, Barn Door Track, Steel Tanks, Pipe and Barn Equipment.

BT
WASHER



If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails.
Toronto, \$3.65 base; Montreal.
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.
Cut nails - Montreal, \$3.40;
Toronto, \$3.40; London, \$2.20.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process
25-lb. box
Size Length Prices per
No. 3, 1 1/4-inch\$4 10
No. 4, 1 3/4-inch 3 80
No. 5, 1 1/2-16 3 25
No. 6, 2 1/4 3 00
No. 7, 2 1/2-16 2 85
No. 8, 2 1/2 2 75
No. 9, 2 1/2-16 2 65
No. 10, 2 1/2 2 55
No. 11, 3 1-16 2 45
No. 12, 3 3/4 2 48
London, Hamilton, Montreal.
Toronto.
Less 10 per cent.

NETTING, POULTRY

Discount, 20 p.c. on 1 in. and 2
in. mesh only. Other prices
withdrawn.
Montreal, 20%; Toronto, 25%;
London, 30%.

POULTRY FENCING

Per rod
Invincible, 1640 0 60
Invincible, 1848 0 66
Invincible, 2060 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM

Per 100 lbs.
Best (American) 17 25
U.S. Navy (American) 16 50
New hemp (English) 12 50
U.S. Navy (English) 12 00
Plumbers (spun) 8 00

OIL

Can. prime white
petrol 0 14 0 13 1/2
Royalite 0 14 0 13 1/2
Palatine 0 17 1/2 0 17
Caster Oil, per lb. 0 45 0 33
Black Oil (Summer) 0 14 1/2 0 12 1/2
Black Oil (Winter) 0 12 1/2 0 13 1/2
Cylinder Green 0 35 0 35
Paraffine 0 24 0 22
XXX Machine 0 25 1/2 0 21

OLD MATERIALS

Tea lead, pack, 6 1/4 lb.
Tea lead, chest, 6 1/4 lb.
Lead (heavy), pipe, etc., \$7.
Brass, heavy, 16 1/4 lb.
Brass, light, 12 lb.
Zinc, heavy, 15 lb.
Copper, heavy, 22 lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 17 lb.
Compos. turnings, No. 1, 15 lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

Per lb.
Fine jute 0 11 1/2
Coarse jute 0 09 1/2
Square braided hemp 0 25
No. 1 Italian 0 30
No. 2 Italian 0 23

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll 0 55
Per 400 ft. roll
Tarred Fibre, No. 1 0 71
Tarred Fibre, No. 2 0 51
Tarred Fibre, Good Luck
Brand 0 71
Dry Fibre, Good Luck
Brand 0 59
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand,
tarred 0 51
Sheathing (Surprise) 0 50
Dry fibre, No. 1 0 59
Plain fibre, No. 2 0 47
Sulphate, Black Cat, tarred, 0 80
Sulphate, Black Cat, dry, 0 60

Per 100 lbs.
Heavy dry straw 2 05
Heavy tarred straw 2 05
Spruce sheathing 3 00
Carpet felt, 16 oz. 3 50
Carpet felt, 20 oz. 4 00
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft. 2 00
Oiled waterproof building
paper, 600 sq. ft. roll ... 1 00

PAPER, EMERY

Emery paper and emery cloth,
25%. B. and A. is 40 and 5%
off list.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

Rock Clay
5 to 6 lbs., doz. 5 50 5 00
6 to 7 lbs., doz. 5 75 5 25
7 to 8 lbs., doz. 6 00 5 50
8 lbs., doz. 6 50 6 00
9 lbs. 7 00 6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

Selected full count Per case
5 gross, 4-in. (loose)\$0 85
5 gross, 4 1/2-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.
Buttweld Per 100 feet
Black Galv.
1/8 in.\$ 3 00 \$ 4 50
1/4 and 3/8 in. 3 06 5 43
1/2 in. 3 91 6 08
3/4 in. 4 72 7 65
1 in. 6 97 11 31
1 1/4 in. 9 43 15 30
1 1/2 in. 11 28 18 29
2 in. 15 17 24 61
2 1/2 in. 23 99 38 90
3 in. 31 37 50 87
3 1/2 in. 37 72 61 18
4 in. 44 69 72 49

Lapweld

2 in. 17 02 26 46
2 1/2 in. 25 10 40 07
3 in. 32 90 52 40
3 1/2 in. 39 56 63 02
4 in. 46 87 74 67
4 1/2 in. 57 15 90 81
5 in. 66 60 105 82
6 in. 86 40 137 28
7 in. 116 62 179 70
8 in.x25 lbs. per ft. 122 50 188 75
8 in.x25 lbs. per ft. 141 12 217 44
9 in. 169 05 260 48
10 in.x22 lbs. per ft. 156 80 241 60
10 in.x40 lbs. per ft. 201 88 311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14.
Lead waste pipe, \$15.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER

Paris, per bbl., London.... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

Montreal Toronto
Plates, 3/4 to 1 1/2 inch,
per 100 lbs. 2 75 3 75
Heads, per 100 lbs. 4 00 4 00
Tank plates, 3-16 in. 4 05 4 50

PLUGS (METAL)

Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000..23 00

POLISH

O-Cedar, 4 oz. bottles\$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, 1/2-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T. Pump, No. 1, net\$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.
Iron burrs, 37 1/2%.
Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

Per roll
Tarred felt, per 100 lbs. 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 75
Samson, 1-ply, roll 1 60
Samson, 2-ply, roll 2 15
Samson, 3-ply, roll 2 65
Comet, 1-ply 1 00
Pluvius, 1-ply 1 25
Pluvius, 2-ply 1 65
Colborne Crown, 1 ply 1 20
Colborne Crown, 2 ply 1 45
Colborne Crown, 3 ply 1 75
Compo Certainteed, 1 ply 1 40
Compo certainteed, 2 ply 1 75
Compo certainteed, 3 ply 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 00
Excello, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per
gal., in barrels 0 22
Roofing caps, per lb. 0 05
Roofing nails, per lb. 0 06 1/4
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Mont-
real.

ROPE

lb.
Pure Manila basis 22 1/2
British Manila basis 18
African hemp basis
Sisal basis 13 1/2
Single lath yarn basis 13 1/2
Double lath yarn 14
Yacht marine 41
White polished balyards 23
Hemp, deep sea line basis 31
Hemp, tarred ratline basis 27
Hemp, tarred belt rope basis 29
Marline and Houseline 29
Jute rope basis 15
Italian rope basis 31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in. 0 27
1/4 in. and larger 0 26
Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SCALES

Imperial Standard25 p.c.
Champion40 p.c.
Steel weigh beams20 p.c.
Gurney Standard25 p.c.
Fairbanks Standard Scales.25 p.c.
Crown Even Balance40 p.c.
Richellon Union Scale40 p.c.
Dominion Plates Scales, .40 p.c.

Net prices on Champion scales

are as follows:
Champion, 4-lb., \$3, plus 20-
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamping.

SCRAPERS

Doz
Medium\$2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
head, brass, net.

SCREWS

Discounts off Standard List
Wood, F. H., bright 80
Wood, R. H., bright 75
Wood, O. H., bright 75
Wood, F. H., brass 47 1/2
Wood, R. H., brass 45
Wood, O. H., brass 45
Wood, F. H., bronze 40
Wood, R. H., bronze 37 1/2
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz.\$5 00
Bench iron, per doz. 4 75
Cap screws, 55%; Set screws,
60%.

SHEETS (BLACK)

Montreal Toronto
100 lbs. 100 lbs.
10 gauge 4 60 4 50
12 gauge 4 70 4 60
14 gauge 4 45 4 35
16 gauge 4 50 4 45
18-20 gauge 4 05 3 70
22-24 gauge 3 90 3 85
26 gauge 2 95 3 90
28 gauge 4 05 4 00

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis,
and Gorbals' Best Best, also Col-
borne Crown are English gauges,
while Apollo and Premier are
U.S. gauges. American 10% oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

Per 100 sq. feet.
Galvanized Painted
28 ga.\$ 5.50 \$3.75
26 ga. 6.00 4.25
24 ga. 8.00 5.25
22 ga. 9.00 6.25
20 ga. 11.00 7.25
18 ga. 13.50 9.00

Above prices are subject to 10
per cent. discount to dealers.

Galvanized
B.W. Queen's Fleur- Gorbals
gauge Head de-Lis best
16 6 50
16-20 6 90 6 65
18-20 6 90
22 7 00
22-24 7 00 6 80
24 7 25
26 7 25 6 95
28 7 50 7 25 7 50

"Premier" galvanized sheets —
10% oz., \$6.95; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 24
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and Tor-
onto.

Colborne Crown — 16-20 gauge,
\$6.65; 22-24 gauge, \$6.80; 26
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto

14 gauge 5 80 5 55
16 gauge 5 80 5 55
18-20 gauge 5 90 5 90
22-24 gauge 6 00 6 10
26 gauge 6 25 6 25
28 gauge 6 05 6 50
10% ozs. 6 75 6 75
Add 25c for less than case lots

Illustrating Some Seasonable Lines You Should Carry for Quick Selling NOW

There is a wealth of variety in the lines named below. All are profitable to handle and will add to your reputation for being progressive. Write for particulars and prices before the season is further advanced.



We carry a good assortment of Sterno outfits. This Canned Heat boils water "in a jiffy," cooks eggs, cereals or stews in a few minutes. Write for particulars and prices.

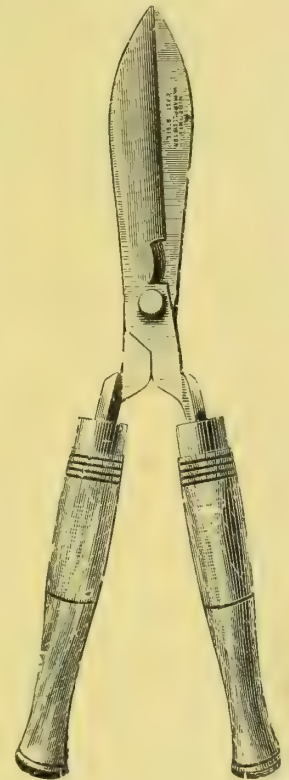


Lawn Mowers, Lawn Rollers, Garden Tools

We carry a fine range of **Lawn Mowers** by the best known makers in the world.

Dunham (Water-weight) Lawn Rollers, the most admirably efficient for lawns and garden paths.

Garden Tools including Hose, Hose Reels, Grass Shears, Wheel Barrows, Harvesters' Tools and Horse Clippers, Screen Doors and Windows.



Summer Sporting Goods

We invite your inquiries for Golf Clubs, Golf Balls, Tennis Racquets, Tennis Balls, Tennis Nets, etc. Lawn Bowls, Baseball Requisites, etc.

Canoes. We are agents for Brown's Lakefield Canoes.

Fishing Tackle of reliable make.

Refrigerators

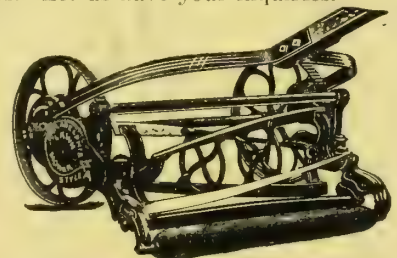
We carry two most admirable and sanitary Lines. **The Barnet and The Sanderson-Harold Imperial Refrigerators.** Let us have your inquiries.

We are selling agents for U.S. Poultry Netting

This Netting grows in favor daily. We carry all sizes:

2 inch mesh 12 to 72 inches.

1 inch mesh 12 to 48 inches



RICE LEWIS & SON
LIMITED
TORONTO ONTARIO

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels 50 45 25%
Scoop sps., 40 and 5 35 and 5
Rivet scoops, 35 and 7½%
Drain tools, 50%
Hollow backs and sand, 1st, 50%,
and 4th, 35%.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES

Per square
Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24,
\$3.40; 18x30, \$3.70.

SNAPS Harness, 25 per cent.**SOLDER** Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR.

Guaranteed 0 31½
Strictly 0 29
Commercial 0 27

SOLDER, WIPING.

Star extra 0 28½
Easy 0 27½
Acme 0 26

SPELTER. See weekly report.**SPOUTS**

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES

Per cwt.
Montreal Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes 5 05

Fence staples, bright, in kegs 3 95

Fence staples, bright, in 25-lb. boxes 4 20

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%;
bright, deduct \$1.10 from gal-
vanized net. Extras, 50 lb. kegs,
30c; 25 lb. kegs, 40c; 10 lb. kegs,
50c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. jpd., cyco bearing.. 24 00

Univ. N.P., cyco bearing.. 27 00

Grand Rapid, jpd., ball-
bearing 26 00

Grand Rapid, N.P., ball-
bearing 29 00

Princess, N.P. ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bear. 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each \$2 75

Ontario, 2-passenger, each.. 3 75

Ontario, 4-passenger, each.. 4 50

Stratford, 4-passenger, each 6 00

Boysa Gliding Seats with
awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;

cheese box tacks, blued, bulk;

trunk tacks, blank and tinned,

bulk; carpet tacks, blued; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blued, in doz.

only; cut tacks, ¼ cut tacks,

blued and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blued and

tinned, bulk; Swedes gimps,

blued, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount, 75 and 10%.

NAILS

Copper nails; trunk nails.

black; trunk nails, tinned; clout

nails, blued; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; picture
frame points; lining tacks, solid
head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lin-
ing tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tuffing buttons, 22 line, in doz.
only; tin capped trunk nails;
zinc glaziers' points, prices quot-
ed on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; chan-
nel nails; Hungarian nails; min-
ers' tacks; hob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 75

Linen, No. 404, 66 ft., each. 1 35

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv. wall ties, per 1,000.. \$5 00

Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and

5%.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.**TINNERS' TRIMMINGS**

Discount, 40%.

Plain, 70%.

Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and

5%.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth Per 100 feet

8 in. \$3.80

10 in. 4.24

12 in. 5.01

15 in. 6.88

18 in. 8.80

12 cents extra for round head.

TRACK

B.T. Double Angle .12 & 10c ft.

B.T. Double T. 11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09¾

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

Montreal Toronto

5-ply and up 0 27

4-ply 0 26 0 26½

3-ply 0 25 0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2½ in. 17 00

100 ft., 3 in. 18 90

100 ft., 3½ in. 21 50

100 ft., 4 in. 26 40

100 ft., 4 in. 33 65

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work bibs, 58%; No. 0

basin cocks, 58%; and 1 and 2

basin cocks, 53%; bath cocks,

64%.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60%.

J. M. T. Globe, Angle and Check

Valves, 35%; Standard, 45%.

J. M. T. Radiator Valves, 50%;

Standard, 57½%; patent quick

opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.

Copper tea and coffee pots,

15%.

Copper boiler and tea kettle pits,

net.

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White ware, 70%.

Colonial, 60 per cent.

Premier, 40, 10 per cent.

Star decorated steel, 20, 10,

5 p.c.

Hollow ware, tinned steel, 30

and 10% off.

Enamelled street signs, on ap-

plication.

WARE, GALVANIZED.

Duffin pattern pails, 10%.

English pattern, 10%.

Galvanized washtubs, 10%.

Galvanized coal hods, list.

Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.

10-qt. flaring sap buckets,

25%.

6, 10 and 14-qt. flaring pails,

25%.

Copper bottom tea kettles and

boilers, list.

Coal hods, 25%.

WARE, STAMPED Plain, 70%.

Retinned, 66 2-3%.

Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 30%; smaller lots,

25%, assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS Horse, 3¼c lb.**WHEELBARROWS.**

Navy, steel wheel, doz. 26 25

Garden, steel wheel, doz. 39 60

Light garden, per doz. 30 00

Heavy garden, L-side. 36 30

Heavy farm, solid side. 39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

doz. 9 75

Tubular steel neckyokes,

36 inches, per doz. 12 00

Tubular steel doubletrees,

40 inches, per doz. 12 50

Tubular steel lumberman's,

44 inches, per doz. 13 00

WIRE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, add

33 1-3%; 25 to 36 gauge, add

20%.

WIRE, CUT HAY BALING

No. 9, \$3.95; No. 10, \$



Capitalize the Spring "Clean Up"

Canada Paint agents are now "cashing in" on our big consumer advertising campaign.

They are placing C.P. signs and cards where they can be seen, displaying the goods to attract attention, suggesting to customers what to paint and the C.P. finish best suited for the purpose.

Canada Paint

is backed by a guarantee of satisfaction that enables them to recommend it unconditionally.

Make your re-order read "Canada Paint" and "cash in" on the balance of the season. At the same time get into line for our big 1917 campaign.

"Get Out and Get Under"—NOW

The Canada Paint Company, Limited

572 William St., Montreal

112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. tins. 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorluster 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Moormetal 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal 0 16
English common sheet 0 15
English prima 0 17
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 15
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags. 0 35
Gelatin, 112 lb. bags. 0 45
Ground glue, 112 lb. bags—No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United Inches	Star	Diamond
Under 25		\$7 80	\$11 90
26 to 34		8 15	12 85
35 to 40		8 50	13 60
41 to 50		11 75	15 50
51 to 60		12 25	15 85
61 to 70		13 10	16 80
71 to 80		14 75	18 35
81 to 84			22 35
85 to 90			24 35
91 to 94			25 00

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent: 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price
United Inches Star Diamond
Up to 25 \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 85 22 35
86 to 90 24 35
91 to 95 25 00
96 to 101 29 00
101 to 105 32 00
106 to 110 37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots Montreal Toronto

"Anchor Pure" \$13 80 \$13 95
O.P.W. Decorators' Pure 13 80 13 95

Crown and Anchor 13 80 13 95
Elephant Genuine 14 10 14 25
Green Seal 13 80 13 95

Moore's Pure White Lead 12 80 13 95
O.P.W. Decorators' Pure 13 80 13 95

O.P.W. English 14 05 14 20
Painters' Perfect 13 35 13 50
Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF
Per 100 lbs. Dry Paste
1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00
5-lb. bottles 31 00 14 00

10-lb. bottles 29 00
25-lb. irons 25 50 13 00

50-lb. irons 12 50
100-lb. irons 24 00 11 75

200-lb. irons 11 60
Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO
Tins in 5 lb. packages, per 100 lbs., \$5.40

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white 2 65

"English," ordinary colors. 2 50
Benjamin Moore's "Egyp-tian" Brand 1 80

Canada Paint Co.'s Pure 2 65
Elephant 2 35

Freestone, white 2 50
Freestone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50
Jamieson's Crown and An-chor 2 00

Jamieson's Island City 2 05
Martin-Senour 100% Pure 2 50

Minerva, white 2 55
Minerva, ordinary colors 2 40

Mellotone, white 2 50
Mellotone, colors 2 40

Low Bros. Hard Drying Floor, gal. 2 15
Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20
O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 30

Ramsay's Thistle 1 70
Stephen's House Paint, (Wpg.) 2 55

Stephen's Floor Paint (Wpg.) 2 25
Senour's Floor Paint 2 20

Senour's Porch Paint 2 50
Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun. C.P. Ber-ro's Co. gers
600-lb. bbls. 38¾ 38¾ 39¼

250-lb. kegs. 39 39 39¾
100-lb. drums. 40 40 40¾

50-lb. drums 40 40 40¾
25-lb. drums 40¼ 40¼ 41

1-lb. 100s 42¼ 42¼ 43
½-lb. 100s 44¾ 44¾ 45

1-lb. 100s 43¼ 43¼ 46
Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER
Per bbl. 2 50

PRIMER
Luxeberry Primer 2 25

PASTE WOOD FILLER
1 lb. cans 0 11

2 lb. cans 0 11
5 lb. cans 0 08

10 lb. cans 0 08½
25 lb. cans 0 08

100 lb. kegs 0 07
¼ Barrels 0 06½

Barrels 0 06
PUTTY
Standard Montreal Toronto

Bulk, in casks 2 55 2 65
Bulk, 100-lb. drums. 2 45 2 85

Bulk, 25-lb. drums. 2 85 2 95
Bladders, in bbls. 3 15 3 25

Pure Putty, 70c cwt. advance

SHELLAC
Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)
Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH
REMOVER
Taxite, 1 gal. cans 2 10

Cumoff 2 10
Dreadnought, gal. 2 75

O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE
Montreal Toronto
See weekly report for prices.

SLATING
Liquid Slating, B.B. \$3 00

STAINS
Gal.
Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05
Berrycraft, stain finish 2 80

Berry-lac 0 85
C.P. Oil Stains 1 98

Sun Varnish Stains 2 20
VARNISHES
Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25

C.P. Co's Sun Varnish 2 25
Dependon Light Hard Oil Finish 1 53

Dulglow 3 00
"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30
"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil fin-ish 1 20

"Dreadnought" interior var-nish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing li- quid 1 05

Elastic Oak 1 70
Elastic Interior 2 80

Elastic Exterior 3 00
Elastic Exello 2 00

Everlastic (Floor) 2 30
Elastilite 2 25

"Flint-Lac" coach 1 30
Flatline Floor Finish 3 00

Gold sized Japan 2 00
House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25
Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50
Kyanize spar 4 75

Kyanize stains 3 50
Liquid granite 2 80

Luxeberry light 2 60
Luxeberry spar 4 10

Luxeberry exterior 4 50
Marble-ite 2 30

Mar-Not 2 70
Martin-Senour finest inter'r. 2 60

Martin-Senour Wood-Var 2 30
Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25
Pure White Shellac 2 20

Pure Orange Shellac 2 05
Sherwin-Williams "Kopal" Varnish 2 50

Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 50

Sun-Spar Varnish 4 00
C P W Sun Varnish 2 25

WATER PAINTS
Opalite, 300 lb. bbls. 0 12

Opalite, 100 lb. kegs. 0 12½
1 gal. package, per pkg. 0 65

½ gal. package, per pkg. 0 35
Coralite, 5-lb. pkgs. 0 04½

WASTE (POLISHING)
Cream 0 17

WASTE, WHITE WIPING
XXX Extra 0 16

X Grand 0 15
XLCR 0 14

X Empire 0 13
X Press 0 12

WASTE, COLORED WIPING
Fancy 0 11¼

Lion 0 10¼
Standard 0 09¼

Popular 0 08¼
Keen 0 07¼

WASTE, WOOL PACKING
Arrow Prices on application

Axle Prices on application

Anvil Prices on application

Anchor Prices on application

WIPERS, WASHED COTTON
Select White Prices on application

Dark Colored Prices on application

Mixed Colored Prices on application

This line subject to trade discount for quantity.

WAX
Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38

Berry Bros. 0 37
Anchor 0 33

O.P.W. Lion Brand 0 30
Old English 0 41

Johnsons 0 41
WHITING
Paris white 1 50

Plain in bbls. 1 25
Gilders, bolted, in bbls. 1 40

Per 100 lbs.

WOOL ALCOHOL
Per gal.

In gallons 1 25

Barrels 0 87

\$4 extra for barrels.

Don't Sell Your Customers Cheap Varnish

Explain the situation to them. Varnishes can be purchased at all prices--the lower the price the less value for the money expended.

DOUGALL TRANSPARENT WOOD FINISH
sells at a fair price and is the best varnish value obtainable.

Covers more surface——easier to apply——lasts much longer

LET US SEND YOU CONVINCING EVIDENCE

THE DOUGALL VARNISH CO. Limited, MONTREAL

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11.00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.

Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3 lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARB, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.10 per lb.;
cut, \$1.25 per lb.; rawhide, sides,
\$1.05; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
42½ p.c.; 7-16 and larger, 27½
p.c.; machine, ¾ and under,
42½ p.c.; 7-16 and over, 32½ p.c.;
machine set screws, 55 p.c.;
plough bolts, 32½ p.c.; nuts,
small lots, net list; case lots, 2½¢
per lb. off; stove bolts, 70 p.c.;
bolts, 65%; tire bolts, 45%;
sleigh shoe bolts to ¾, 37½%;
7-16 and up, 32½%.

Above prices under revision.
See weekly report.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 66 to 90c per roll, ac-
cording to quality; plain, 44 to
76c; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN

Coll., 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$7.16; \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.40; No. 1,
\$5.40; No. 2, \$6; No. 3, \$6.60; No.
4, \$7.80 each.

CLEAVISES, MALL.

7½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
46c per lb. Tinned, 30c; Braziers'
soft copper, 10-24ft., 26c; 27½¢.
Soldering irons, 55c base.

DRILLS

Bit stock, 55 p.c.; Blacksmith,
½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.

Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIGURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14½¢ lb.; 125-lb.

kegs, 15½¢ lb.; 10-lb. jugs, \$1.85
each; 24-oz. bottles, \$3.85 doz.;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES, Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 29½¢
per gal.; \$3.20 per case.

GALVANIZED WARE.

Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
95c; 5, \$1.30; 6, \$1.80; 8, \$2.90;
10, \$4.30; 12, \$6.55.

Corrugated Tee Hinges — 4,
\$1.15; 5, \$1.70; 6, \$2.15; 8, \$3.75;
10, \$5.25; 12, \$7.60.

HORSESHOES

Iron, No 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED

Apollo and
Premier de Lis

10% oz. or 28 Eng..	7 70	7 25
28 Am. or 26 Eng..	7 50	7 00
26 Am. or 26 spec..	7 20	6 70
22 and 24	7 05	6 20
18 and 20	6 85	6 20
16 Am.	6 70	6 00
14 Am.	6 50	5 85

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
Improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain
 7 50 || No. 20, X-ray | 11 25 |
| No. 22, Dash-board | 10 00 |

Trulite short, globe, doz., 7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1.05; boiled, per
gal., \$1.08.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.60
base; Winnipeg, \$4 base. Cut,
f.o.b., Winnipeg, \$4.

NAILS, HORSE

Capwell, 10 per cent. off list.
NETTING. Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.

Hexagon, small lots, ¼¢ advance
over list; case lots, ¼¢ off list.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 14	\$....
1 gal., dome top....	2 81	4 25

2 gal., dome top 4 05 6 00
3 gal., dome top 5 20 8 65
5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 18½¢ gal.;
Royalite oil, 16c gal.; Palatine
oil, 18½¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½¢ gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; 1½,
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,
\$47.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1½,
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,
\$11.30; 1½, \$12.50; 2, \$18.18; 2½,
\$30; 3, \$39.25; 3½, \$47.25; 4,
\$56; 4½, \$68.78; 5, \$80.10; 6,
\$103.95.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES

.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons 3 25
25-lb. irons, per cwt. 3 50
1½-lb. tins 0 07

RIVETS AND BURRS

Iron rivets, 35 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14½¢ base; pure Manila,
23c base; British Manila, 18½¢
base; lath yarn, 14c base; Afri-
can hemp, 17½¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).

33 1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quota-
tions, making discounts in all
cases 5 per cent. less. All quota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
coach, 60%.

SHEET ZINC.

Any lots, 30c.
Black Steel Sheets.

10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50

26 gauge 4 60
28 gauge 4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10½¢ base; square tool
11½¢ base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 and 12 gauge, \$4.30; 14 and
16 gauge, \$4.25; 17 to 24 gauge,
\$4.50; 26 gauge, \$4.60; 28 gauge,
\$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1¼ in., \$4.25; 1½ in., \$4; 1¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

Per Box

20 x 28 I.C. 12 25
20 x 28 I.X. 14 50
Terne Plates 11 00

TURPENTINE

Per gal., barrel lots, 83c.

VICES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25%+76c; full
boxes, iron, 20%+75c.

WHITE LEAD

5-ton lots, \$13.35; ton lots,
\$14.85.

WIRE, BARB

Lyman 4-point, \$3.55 f.o.b. Fort
William, \$3.80 Winnipeg; Glidden
Cattle, 2 pt., \$3.40 Fort William,
\$3.65 Winnipeg; Baker 2 pt.,
\$3.35 Fort William, \$3.60 Winni-
peg; Winnipeg, \$2.85; plain twist,
per cwt., Fort William, \$3.25;
Winnipeg, \$4.55; coil spring, No.
9, Fort William, \$3.80; Winnipeg,
\$4.10; coil spring, No. 12, Fort
William, \$4.00; Winnipeg, \$4.30;
Plain galvanized, No. 9, \$3.75
Fort William, \$4.06 Winnipeg;
No. 12, \$3.95 Fort William, \$4.25
Winnipeg.

We Stock

Shafting, Pulleys, Bearings, Clutches, Sprockets, Detachable Chain Gears, etc.

We Fabricate

Structural Steel of all kinds for Railways and Highway Bridges and Steel Buildings.

The Manitoba Bridge & Iron Works Ltd.

Office and Works, Winnipeg, Man.

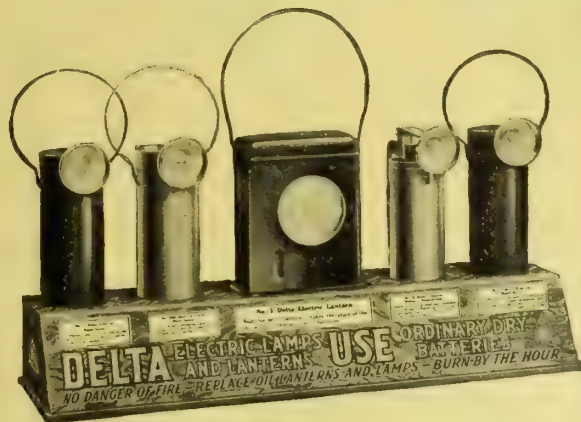
Manufacturers of

Transmission, Elevating and Conveying Machinery

The large stock at our Plant—6000 tons—of Beams, Channels, Angles, Plates, Flats, Bars and Reinforcing Steel is ready for **QUICK DELIVERY.**

Estimates furnished on request. Get our Stock List.

DELTA ELECTRIC LAMPS



DELTA ELECTRIC LAMPS

A LAMP FOR EVERY PRACTICAL PURPOSE

Delta Lanterns are made under the most favorable conditions, out of the very best materials, by the highest grade workmanship — branded with the name DELTA to protect ultimate users, dealers and jobbers against rank infringement.

INDISPENSABLE TO FARMERS, WATCHMEN, DELIVERYMEN and all persons having use for a reliable, cheap and efficient light.

THEY BURN FOR HOURS ON AN ORDINARY DRY CELL.

THE MAINER ELECTRIC CO., LIMITED

61-63 ALBERT STREET, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Every Can Contains the Value
That Makes Business
Grow!

Our Paints are Guaranteed
to the Last Drop

JAMIESON'S
PURE READY MIXED **PAINTS**

BRANDS:

Crown & Anchor
Island City
and Rainbow

No man wants a paint that gives poor service.

If you sell him the unreliable kind he soon finds out and you lose his patronage.

Jamieson's Paints always satisfy the most particular customer—and they bring you more orders from him.

WRITE US NOW.

R. C. Jamieson & Co., Limited

Established 1858

Owning and Operating P. D. DODS & CO., Limited
MONTREAL, CANADA



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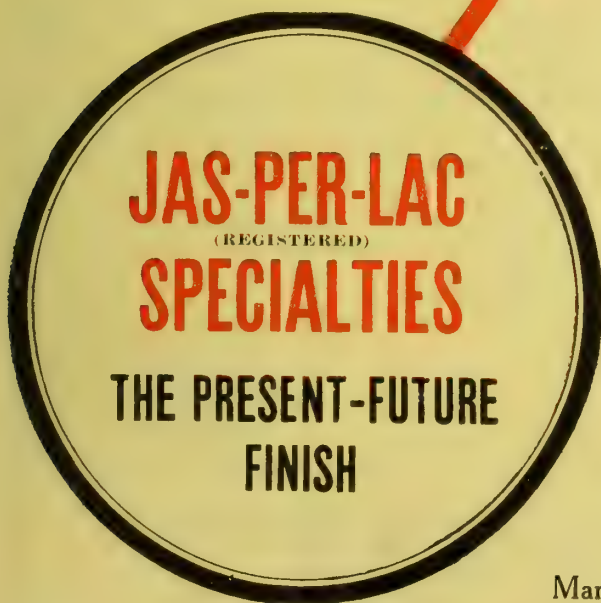
Four GOOD Lines

With the
Ottawa Quality

you have a paint and varnish department
that defies competition.



Get the Agency NOW



With the
Ottawa Service

you give a satisfaction that makes a large
list of steady customers.



Write for Proposition.



**O
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W**

Manufactured Only By

THE OTTAWA PAINT WORKS

TORONTO

- OTTAWA -

VANCOUVER

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The Right Paint To Paint Right

RAMSAY'S PAINTS

*The Ramsay Quality and
Ramsay Price make a
value that appeals strongly
to painters, whether ama-
teur or expert, and which
assures for you their future
orders and other business
as well.*

A. RAMSAY & SON CO.

ESTABLISHED 1842

MONTREAL



If interested, tear out this page and keep with letters to be answered.

Brushes for the Town Home, the Farm and the Factory



Always the demand for special brushes is growing. Hardwood floors have called for brushes of special type. Cream separators call for special brushes. There are brushes for cornices, for radiators, for milk bottles, for gun barrels, furnaces, butchers' blocks, and so on. Every special requirement calls for a specialized brush.

The best model for each use is arrived at by the processes of evolution. We learn how to make these brushes from those who buy them, and we in turn give them the benefit of our deep and wide knowledge of what should be used in the way of materials, shapes, weights, and so on.

If you could spend an hour or two in our factory, and talk to our expert workmen, you would find that the business of brush-making is one calling for very extensive experience, much peculiar knowledge, and a deep acquaintance with a multitude of details and special information quite bewildering. And almost certainly you would learn to esteem the worth of a MEAKINS-MADE brush.

A MEAKINS-MADE brush is made worthy of the Meakins name. It would ruin our business if we made brushes down to a price. We make them up to a standard. Your good name is protected by our ideals if you are a distributor of the brushes of our manufacture.

It is not necessary for you to carry a full line of our goods. Have our catalogue, and show your customers the illustrations there and the particulars. Prices there are retail prices. Our prices to you are shown by a discount sheet.

Send for catalogue. Order from your jobber or direct, as you prefer. We ship from the nearest warehouse—from Hamilton, Montreal, Winnipeg, Toronto or London.

Meakins & Sons, Ltd., Toronto Ontario

Warehouses: Hamilton, Winnipeg, London, Toronto, Montreal

SCREEN DOORS

That Pull Big Business



Put the Sanderson-Harold Screen Doors where they meet the eye of your customers and they will sell themselves. The construction and finish appeal strongly to everyone.

Made of carefully selected, well seasoned dry pine, by special up-to-date machines.

Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 inch stock, finished $\frac{7}{8}$ inch thick.

Only the best grade of wire cloth is used.

We also manufacture a high-grade line of **WINDOW SCREENS**.

Write for full details on our complete line of Doors and Screens.

The Sanderson-Harold Co., Ltd.
PARIS, CANADA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



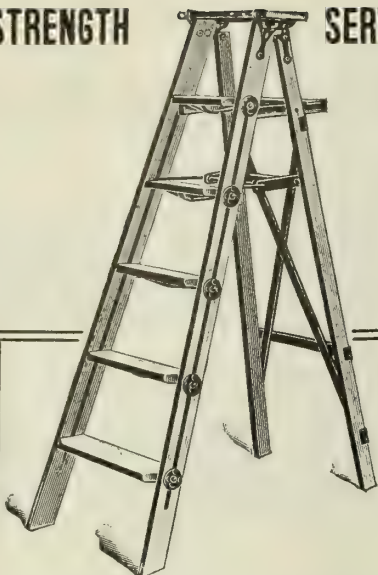
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

STRENGTH**SERVICE**

**Talk Strength, Safety
and Service**

WHEN SELLING

The "Hercules" Step Ladder

You can recommend it just as highly as you want to—it will back up anything you say about it.

Absolutely the strongest and safest step-ladder made. Made of the best materials. Steps and top are wide and strongly trussed. **WILL HOLD OVER A TON AND A HALF IN WEIGHT.**

Sells for a little more than ordinary step-ladders, but customers can tell at a glance that it's worth it.

The Stratford Mfg. Co., Ltd.

STRATFORD, CANADA

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

Agnes C. Laut

discusses what the effect on Canada would be "If Uncle Sam Goes to War."

Arthur E. McFarlane

begins an enthralling mystery story, "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

Robert W. Service

begins a new series of his virile poems—"My Mate"—written somewhere in France.

Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

MacLEAN'S MAGAZINE

is an all-Canadian magazine of surpassing interest to every true Canadian. It is its Canadian savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

In the May MACLEAN'S the BIG feature is McFarlane's story—

"Behind the Bolted Door?"

A mystery problem brilliantly solved

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

May Issue On Sale at all News Stands **15c.**

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

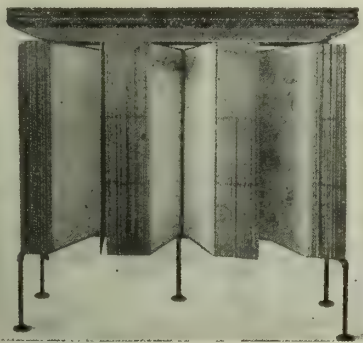
THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - ONTARIO



MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.

GOODS WELL DISPLAYED ARE HALF SOLD



Wall Paper Display Stand

Show Your Hardware
on

Bel-Air
[Display Stands]

Saves time, saves room and
gives better satisfaction to
customers.

Sells Wall Paper without
assistance.

Will display all kinds of
Hardware. Equally good
for retail or wholesale.

**Belair Tank and
Tower Co., Limited**
1835b Ontario St. E.
Montreal

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right
it will leak at joints or valves.

"Aremacdee" pumps do not give deal-
ers who sell them
trouble and loss from
defective service in
"Aremacdee" pumps
sold customers.



Pumps for every
use—hand or motor—
force or lift—every
type a dealer can sell.

*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

"What ruined your
business?"

"Advertising."

"How?"

"I let it all be done
by my competitors."

—Boston Transcript

"IDEAL" FARM FENCE AND GATES

are sold to the farmer through the dealer only. If you have not ordered your Spring's fencing require-
ments, write for the

"IDEAL" SPECIAL SPRING FENCING PROPOSITION

"THROUGH-THE-DEALER"

"SHIP-DIRECT-TO-THE-FARMER"

No investment—No handling—No collections, but still you get the fence business.

A postal will bring our proposition, which is bound to be of interest to you.

The McGregor Banwell Fence Company, Limited
WALKERVILLE, ONTARIO

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite-Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
 135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS
 have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS
 Catalog illustrating full line of Seymour Shears gladly sent on request.
 Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
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Hardwaremen
 You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
 PERTH, ONT.



The PARMENTER BULLOCH CO., Ltd.
 GANANOQUE, ONT.
 Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Stencil Inks
 Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
 HAMILTON, ONT.


FOOD CHOPPERS
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. Lamplough & Co., Unity Bldg., Montreal



ASSIGNEES AGENTS LIMITED
 154 Simcoe Street, Toronto
ASSIGNMENTS **COLLECTIONS**
 Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Lightning Rods
 for
CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNES
ETC.
 ALL PURE COPPER.
 Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.
 We have a good agency proposition.
JOS. LEPROHON
 408 Park La Fontaine. MONTREAL



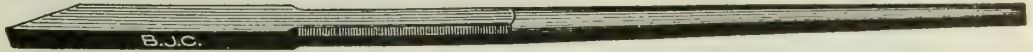
The Aylmer Branch Pipe Double-Acting Force Pump

 Adapted to any and all wells from a 5 1/4" hole up, and from a cistern to a 75-foot well.
 These pumps are fitted with either Iron or Brass Valve Seats, have Brass Upper Cylinder, and Iron, Brass-lined or Brass Lower Cylinders. If you want to build up your pump business, handle the Aylmer, Reliable and Ever-Ready. They are our best and latest goods.
ANTI-FREEZING.
 Write for full particulars and prices.
AYLMER PUMP & SCALE CO., Limited
 Aylmer, Ontario

This space would cost you only \$1.00 per issue for one year.



CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

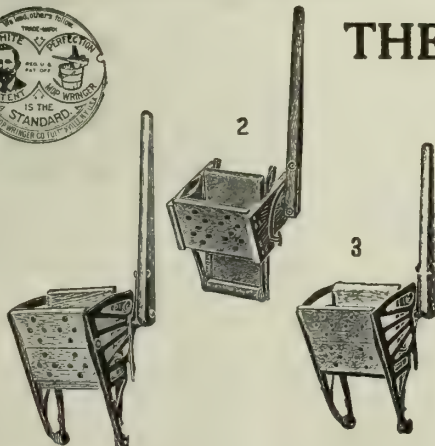
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of!
Building Paper, Pitch and Coal Tar**MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED**WORKS: LACHINE CANAL, MONTREAL****MANUFACTURERS OF****SMOOTH STEEL WIRES**—Bright, annealed, oiled and annealed.**Tinned Mattress Wire, Broom Wire, Fine Wires**—Plain and Galvanized**FENCE STAPLES—WIRE NAILS—WOOD SCREWS****PUMP RODS**—Plain and Galvanized.**SELLING AGENTS:****CANADIAN TUBE & IRON CO., Limited, MONTREAL****THE WHITE MOP WRINGERS***Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

*Apply to them or to us.***WHITE MOP WRINGER CO.****FULTONVILLE, N. Y.**

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Carborundum Co., Niagara Falls, N.Y.

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Aluminum Solder

British Aluminium Co., Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
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Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
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National Machinery & Supply Co., Hamilton.
Richards-Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
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Beatty Bros., Ltd., Fergus, Ont.;
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The Stanley Works, New Britain, Conn.

Butts and Hinges

Canada Steel Goods Co., Hamilton.
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Camp Furniture

J. Pickles, Winnipeg.

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Thos. Davidson Mfg. Co., Montreal.

Canoes

Walter Dean, Toronto.

Carriers, Manure

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

Carriers, Cash and Parcel

Gipe-Hazard Store Service Co., Toronto.

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Dominion Sheet Metal Co., Hamilton.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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McKinnon Chain Co., St. Catharines.

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Metallic Roofing Co., Toronto and
Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

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Can. H. W. Johns-Manville Co., Ltd.,
Toronto.

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Landers, Frary & Clark, New Britain,
Conn.

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Universal Sales Co., Montreal.

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Goddell-Pratt Co., Greenfield, Mass.
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Ont.
McFarlane Ladder Works, Toronto.
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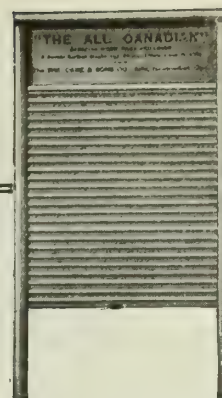
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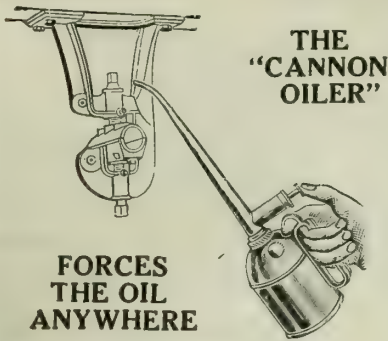
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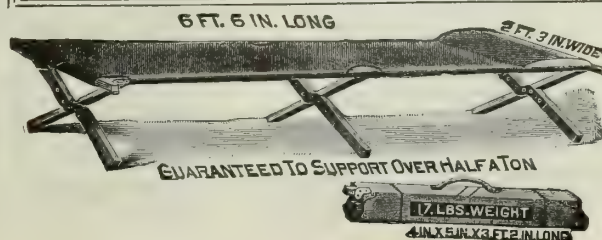
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Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd.,
Montreal.

A. Ramsay & Son Co., Montreal.

Turpentine Producers Agency, Tor-
onto.

Lead Pipe
Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Levels
Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Toronto.

Luffkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New
Britain, Conn.

Litter Carriers, Track
and Fittings

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Lockers
Canada Wire & Iron Goods Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Win-
sor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone,
Mich.

Mats, Rubber
Canadian Consolidated Rubber Co.,
Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,
Hamilton.

Pratt & Whitney Co., Ltd., Dundas.

Stanley Rule & Level Co., New
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd.,
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New
Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Ham-
ilton.

Williams Bros. & Piggott, Ltd., Bir-
mingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and
Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto
Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Vicrometers
Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-
tain, Conn.

Monel Metal
The International Nickel Co., New
York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville,
N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Nails, Wire
The British Aluminium Co., Ltd.,
London, Eng.

Dominion Iron & Steel Co., Sydney
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited,
Hamilton.

Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New
York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax,
N.S.

Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Montreal.

Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd.,
Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

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Darling Bros., Ltd., Montreal.

Wayne Oil Tank & Pump Co., Wood-
stock, Ont.

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Banwell-Hoxie Fence Co., Hamilton.

McGregor-Banwell Fence Co., Walk-
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Canada Wire & Iron Goods Mfg. Co.,
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Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

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Canadian Consolidated Rubber Co.,
Montreal.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

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Brandram-Henderson, Montreal.

Canada Paint Co., Montreal.

Dougal Varnish Co., Ltd., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.

Ottawa Paint Works, Ottawa, Ont.

Pratt & Lambert, Inc., Bridgeburg.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

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Dougal Varnish Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.

Allan Munro Color Co., Ltd., Mon-
treal.

Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.

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Hamilton, Ont.

Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd.,
Hamilton.

A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and
Galvanized

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Canadian Tube & Iron Co., Montreal.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd.,
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Winnipeg.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

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Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

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National Machinery & Supply Co.,
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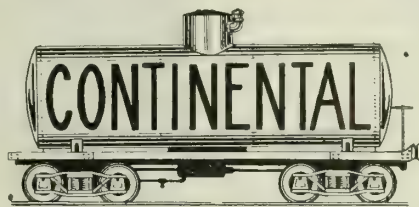
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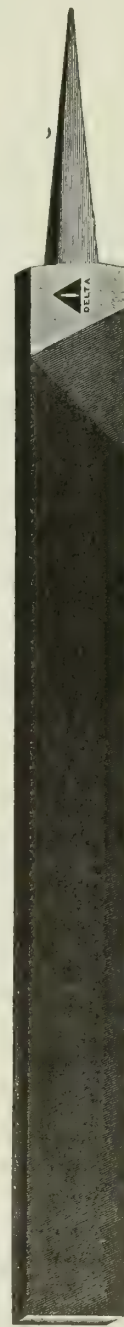


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Collins Mfg. Co., Toronto.
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The British Aluminium Co., Ltd., London, Eng.
- Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)**
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Darling Bros., Ltd., Montreal.
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Richmond Pump Co., Winnipeg.
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Marble Arms & Mfg. Co., Gladstone, Mich.
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Parmenter & Bulloch Co., Gananoque.
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Winnipeg.
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Roofers Supply Co., Ltd., Toronto.
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Henry Diston & Sons, Toronto.
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Simonds Canada Saw Co., Montreal.
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Buck Bros., Milbury, Mass.
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- Screws, Wood**
Steel Co. of Canada, Ltd., Hamilton.
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Acme Shear Co., Bridgeport, Conn.
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Oneida Community, Ltd., Oneida, N.Y.
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B. Greening Wire Co., Ltd., Hamilton.
- Spring Hinges, etc.**
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- Vacuum Sweepers**
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Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
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LONDON BOLT & HINGE WORKS
 LONDON, CANADA

JOSEPH RODGERS & SONS
 SHEFFIELD, ENG. LIMITED
 Avoid imitations of our
CUTLERY REGISTERED TRADE MARK
 By seeing that this exact 
 mark is on each blade. GRANTED 1682.
 SOLE AGENTS FOR CANADA
James Hutton & Company
 MONTREAL

Hardwaremen, Increase Your Sales

Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.

DENNISTEEL
 LONDON - CANADA

Lockers, Shelving, Stools, Bins, Cabinets,
 Office Equipment, Etc.

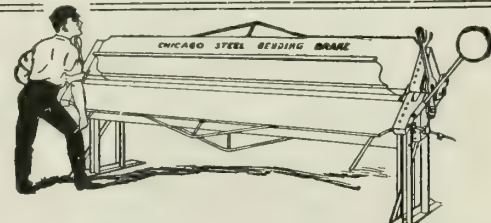


Iron Stairs, Fire Escapes, Coal Chutes, Doors,
 Gratings, Grills, Window Guards, Wire Screens,
 Fence, Mats, Baskets, Etc.

WILL YOU HELP
 MADE-IN-CANADA
 PRODUCTS LEAD
 THE WORLD?

THE DENNIS WIRE AND IRON
WORKS CO. LIMITED
 LONDON - TORONTO

If interested, tear out this page and keep with letters to be answered.


CHICAGO STEEL BENDING BRAKES
 MADE-IN-CANADA
 Used by over ten thousand Sheet Metal Workers
 in U. S.
 Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

**Stanley
Tools**



Stanley Block Plane No. 95

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on askew. Every carpenter will be interested in this new tool.

No. 95, 6 in. long, 7-8 in. cutter.

List each, \$1.15

Address

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

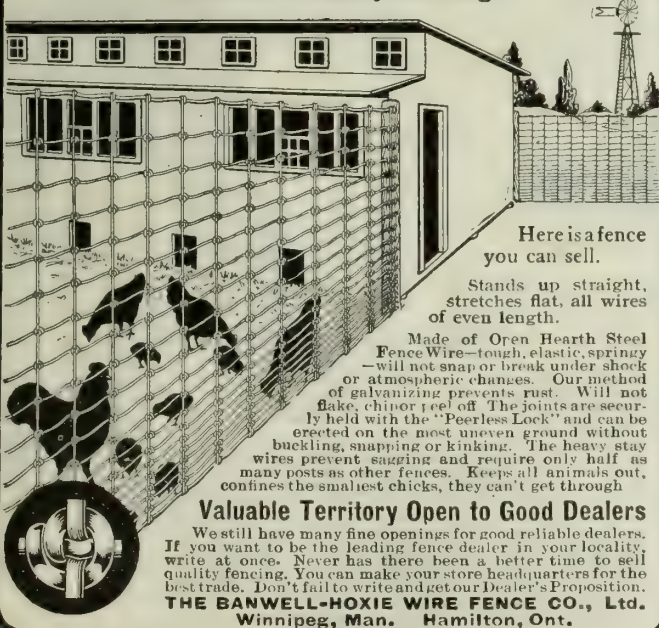
Walter Woods & Co.

HAMILTON and WINNIPEG

*Mr. Dealer: Here's Your Chance to Make
Your Store Headquarters for Best Trade.*

PEERLESS Poultry Fencing

Not Mere Poultry Netting



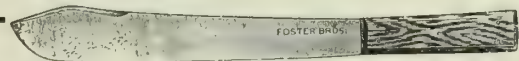
Here is a fence
you can sell.

Stands up straight,
stretches flat, all wires
of even length.

Made of Open Hearth Steel
Fence Wire—tough, elastic, springy
—will not snap or break under shock
or atmospheric changes. Our method
of galvanizing prevents rust. Will not
flake, chip or peel off. The joints are secur-
ly held with the "Peerless Lock" and can be
erected on the most uneven ground without
buckling, snapping or kinking. The heavy stay
wires prevent sagging and require only half as
many posts as other fences. Keeps all animals out,
confines the smallest chicks, they can't get through.

Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers.
If you want to be the leading fence dealer in your locality,
write at once. Never has there been a better time to sell
quality fencing. You can make your store headquarters for the
best trade. Don't fail to write and get our Dealer's Proposition.
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is
hardened and tempered RIGHT. Every
handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guar-
antee. It pays to handle a line noted for its
absolute integrity and excellence.

Such lines stand behind the merchant and
make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Established Since 1835

If interested, tear out this page and keep with letters to be answered.

ROSS RIFLES In Your Window Will Draw Good Business

In these days nothing attracts more attention than a display of rifles. Everybody is interested in them. Everybody wants to know how to shoot. Seize this opportunity, and lay in a good stock of Ross Rifles, they will sell quickly and bring you in a good profit.

The Ross .22 Cadet Rifle appeals strongly to every boy and man. It is a handsome, well-made rifle, built on military lines. Accuracy, reliability and durability are built into it.

The Ross Sporting Models are unsurpassed by any rifle on the market at anywhere near their price.

The .303 Sporting and .280 High Velocity have been proved time and again to be second to none as big game rifles.



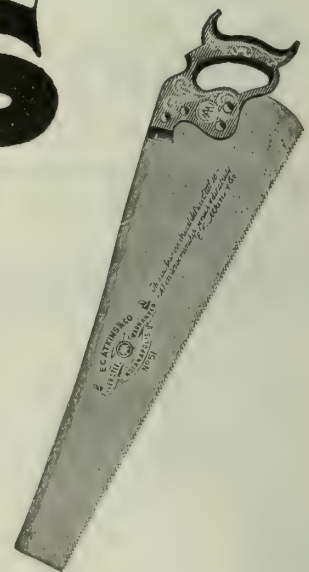
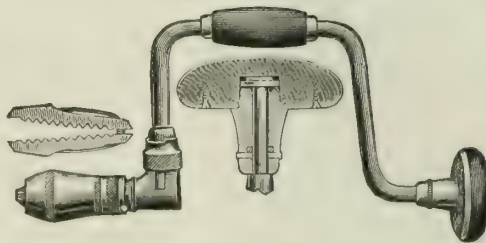
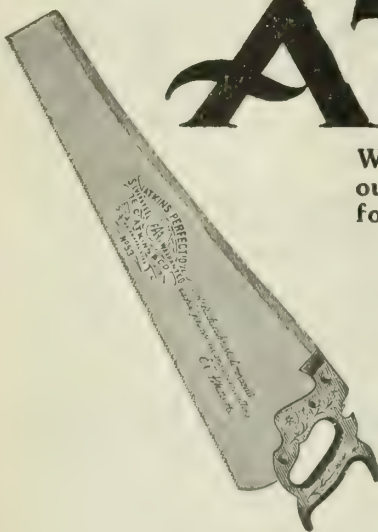
For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - QUEBEC

Buy SAWS That Will Make You the Most Money

ATKINS

Write to the nearest address below. Ask for our proposition "H.M."—A co-operative plan for increasing your Saw sales and profits.



We make the finest line of
Braces in the world.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Factory Hamilton, Ont.

Vancouver Branch—109 Powell Street

If interested, tear out this page and keep with letters to be answered.

SHEET COPPER

STOCK OR IMPORT

Reasonable Price

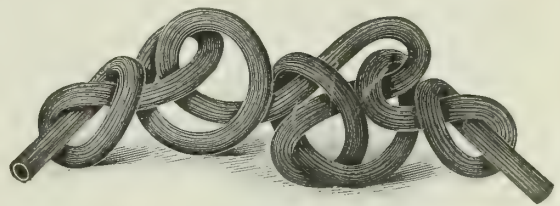
Prompt Service

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers

“Multiped”

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

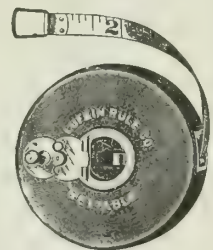
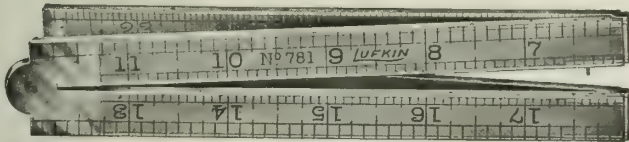
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN

→ ACCURACY

These Two Words Instantly Suggest One Another Wherever
Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



Measuring Tapes — **Boxwood Rules** — **Spring Joint Rules**
A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS

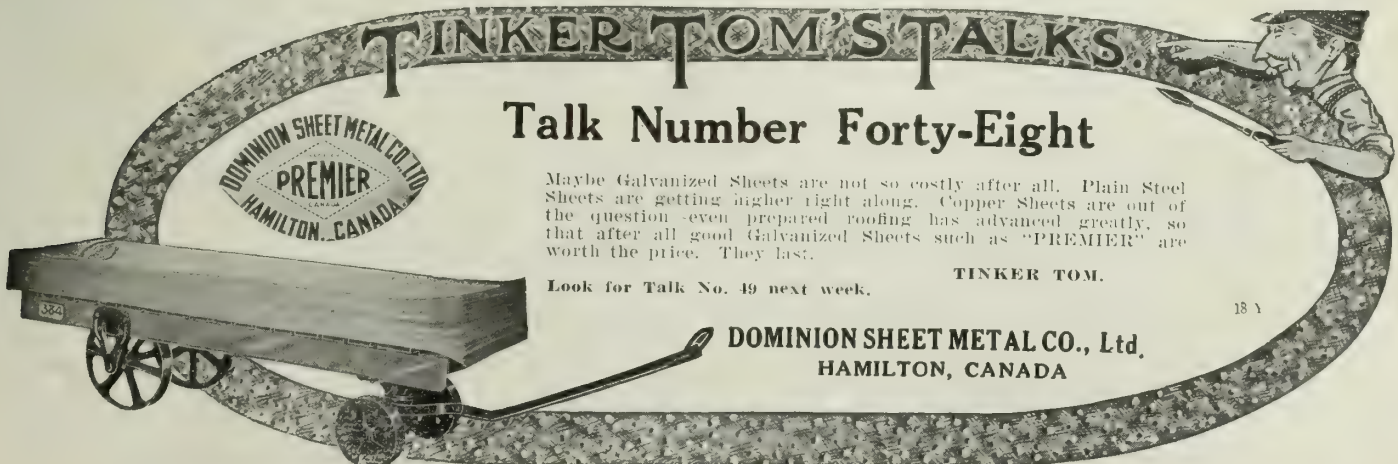
Talk Number Forty-Eight

Maybe Galvanized Sheets are not so costly after all. Plain Steel Sheets are getting higher right along. Copper Sheets are out of the question - even prepared roofing has advanced greatly, so that after all good Galvanized Sheets such as "PREMIER" are worth the price. They last.

TINKER TOM.

Look for Talk No. 49 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



The BIG HIT of the season

GURNEY-OXFORD PRINCE

Here is Stove Value Never Seen Before

You can now buy this splendidly built, fully guaranteed, cast iron Range from the factory or our dealers on a 100 days' approval, freight paid to any point as far west as Ft. William, for the new low price of \$25.75 freight paid. So it is, but the value is there. The "Prince" at only through our improved methods and enormous production.

\$25.75

Built for Years of Service

At anything like this price you have never seen such solid construction and so many splendid features built into any stove. In all our years of expert experience we have never known better value, and our profit on each sale is extremely small. Only the resources of our huge foundries, apparatus, etc., under the British flag, are equal to the task of producing the Gurney-Oxford "Prince" for you at \$25.75 freight paid.

Gurney Quality All Through

No matter how low our sales department sets the price it does not affect our foundries. They will not permit any

The Gurney-Oxford "Prince" at \$25.75

freight paid is wonderful value, but every page of our new illustrated Catalogue is filled with equal stove wonders. Also tells all about our Stove buying approval selling plan. matter so we want you to send to-day for a copy—free. It's a splendid guide to stove buying, with new low prices and full descriptions of all our stoves, parts, etc.

What the "Prince" Gives You—shipping worth 40 lbs. of this story, nothing lighter or flimsier about this special Gurney-Oxford offering design. Gurney's do not lavish overmuch nickel trim, and they skip construction.



Four 9-inch covers, right hand copper reservoir, high shelf, two tea pot rests, as shown \$25.75 (with out reserve your \$20.90) freight paid as far west as Ft. William, 100 days' approval or money refunded.

Gurney's New, Low Factory-set Prices
People now realize they can buy a Gurney-Oxford Quality Stove and know what they have to pay, including freight, all with the fullest guarantee of quality satisfaction and safety without any uncertainty, bother or dickering. One price to all, whether you buy direct from us or from our nearest dealer.

GURNEY FOUNDRY CO., LIMITED
ALSO AT MONTREAL, HAMILTON, WINNIPEG, CALGARY, EDMONTON, VANCOUVER

This Free Book

Tell how and why the great Gurney Foundry Co. fixes new low factory prices on all Gurney-Oxford Stoves, etc. It is a splendid guide to Stove buying. Send for it to-day. Use the coupon.

Send for this



CLIP OUT THIS COUPON—FILL IT IN—AND MAIL IT TO US TO-DAY
Gurney Foundry Co. Limited
Dept. 000, 476-534 King St., Toronto

Dear Sirs:—Please send, without obligation of any kind to me, a copy of your new catalogue, "The Stove Problem Solved," containing new low prices and pictures of all Gurney-Oxford Stoves, ranges, oil stoves, gas stoves, combination stoves, heaters, etc. ALSO PARTICULARS OF YOUR 100 DAY APPROVAL SELLING PLAN.

Name _____
Address _____

Retail price west of Fort William, \$28.65
F.O.B. Winnipeg

OUR big 1916 advertising campaign is bringing rousing business to Gurney-Oxford dealers, and amongst all the reports we get we find

The Gurney-Oxford Prince at \$25.75

to be the decided hit of the whole campaign. We are certainly proud of this value and we KNOW you can get quick, easy sales for this well-built, 410-lb. Range if you show it on your floor. The retail price is \$25.75, freight paid east of Ft. William.

Have you seen particulars of our history-making 1916 sales and advertising proposition? Get in while the going's good.

THE GURNEY FOUNDRY COMPANY, LIMITED

476-534 West King Street, Toronto

ALSO AT MONTREAL, HAMILTON, WINNIPEG, CALGARY, VANCOUVER

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

May 13

No. 20

THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

The advertisement is framed by a decorative border of various Remington-Union Metallic Cartridge Company (UMC) cartridges. At the top center, a red circle contains the text "REMINGTON UMC" with "TRADE MARK" written below it. Below this, two rifles are crossed. The central text reads: "They're cashing-in with the big, complete line". To the left and right of this text are two large, detailed illustrations of shotgun shells. The left shell is labeled "Remington" and "MADE IN CANADA". The right shell is labeled "NEW CLUB" and "BLACK POWDER" and "MADE IN CANADA". Below these are two small boxes labeled "SPORTSMEN'S HEADQUARTERS" and "FIREARMS & AMMUNITION", each featuring a red circle with "REMINGTON UMC". At the bottom center is a large illustration of a "NITRO CLUB" shell, labeled "SMOKELESS POWDERS" and "MADE IN CANADA".

They're cashing-in with the big, complete line

No need to carry a mixed line. Keep your stock clean and complete with Remington UMC as thousands of other dealers are doing. It pays and pays you BIG.

"Nitro Club" Shells, smokeless, nicknamed by sportsmen themselves as the "speed shells." Steel lined. No loss by side expansion. All the drive behind the shot.

"Remington" Shells, smokeless, the best all-round, low-priced shell on the market to-day.

"New Club"—the "old reliable" black powder shells, leaders in their field for 50 years.

Our constant all-year-round publicity keeps Remington UMC goods moving. Take the increasing demand for Remington UMC well into account when stocking up for the coming season.

REMINGTON ARMS UNION METALLIC CARTRIDGE CO.
 (Contractors to the British Imperial and Colonial Governments)
 WINDSOR, ONTARIO
 LONDON, ENG. Jobbers Everywhere NEW YORK, U.S.A.

Keep your
rooms warm
and your
tempers cool

AVOID DRAFTS

You can rely
upon the
"BRITON"

to keep them
out

"Britons"
keep the door
of the world

Made only by
**WM. NEWMAN
& SONS, LTD.**

BIRMINGHAM



YOU CAN

CLOSE OUT

THE

WORLD

WITH A

BRITON

The reliance
that can be
placed in a

"BRITON"

should be your
reason for
recommend-
ation

Particulars of
this and of our
other Door
Checks of all
kinds from

**FREDERIC SARA
& COMPANY**

326 Ninth Ave. West
CALGARY, ALTA.

ARMCO IRON Polished Sheets

are used by the great railroads for locomotive boiler jackets, by manufacturers of stationary engines and machine tools for lagging and tool guards, by makers of high-grade kitchen utensils for baking pans and by more than fifty leading stove and range manufacturers.



Armco Iron Polished Sheets used for the Boiler Jackets of 35 Locomotives, Mikado Type, by the American Locomotive Co. for the M.K. & T.R.R.

Experience has taught them that Armco Iron Polished Stock is most rigidly inspected and shows a nearer approach to perfection of finish than is otherwise available (a very light oil is employed which would allow any surface defect to be plainly visible) that its attractive and characteristic tint of green is

evenly distributed and practically unvarying, that its comparative freedom from carbon, manganese and brittle oxides results in easy working and greatly decreased wear on shear blades and other tools, that it welds readily and perfectly, and last but not least, that



ARMCO IRON
Resists Rust

The American Rolling Mill Co.

Licensed Manufacturers under Patents granted to the International Metal Products Company.

MIDDLETOWN, OHIO

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati, and San Francisco

The trade-mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The Superiority of RICHARDS-WILCOX "CHAMPION" TROLLEY

There are cheaper hangers—there are none so good.

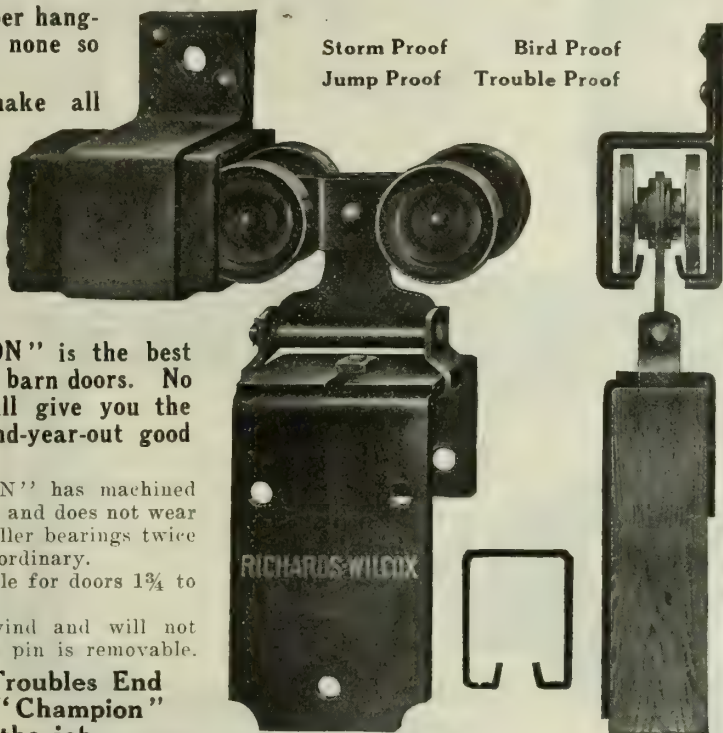
We ourselves make all kinds of hangers; we are the largest makers of hangers in Canada as well as the United States, and we tell you that the "CHAMPION" is the best of them all for barn doors. No other hanger will give you the same year-in-and-year-out good service.

The "CHAMPION" has machined wheels—runs easy and does not wear out the track. Roller bearings twice as heavy as the ordinary. Apron is adjustable for doors $1\frac{3}{4}$ to $2\frac{1}{2}$ ins. thick. Swings in the wind and will not break off. Hinge pin is removable.

**Barn Door Troubles End
when the "Champion"
gets on the job.**

Storm Proof
Jump Proof

Bird Proof
Trouble Proof



**for Barn Doors
is not disputed
by any one!**

R-W Trolley Track comes in 6, 8 and 10-ft. lengths. Any run up to 20 ft. can be made with but ONE JOINT.

Beware of track in short lengths requiring many joints.

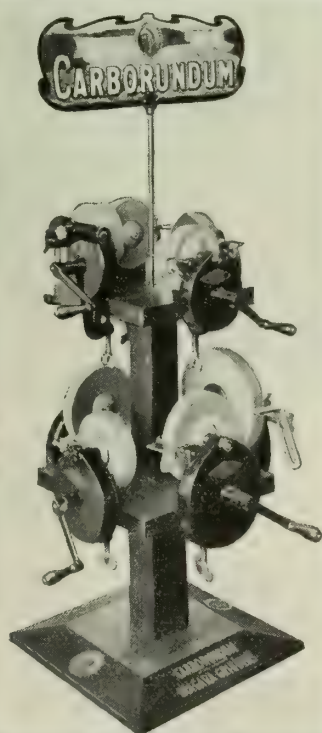
If you want your customers' doors hung right, accept no substitutes; look for the name "RICHARDS-WILCOX" on every length of track.

PRICES

No.	Per	List.
321	—Hangers, doz.	pr. . . . \$26.40
31	—Track, 100 ft.	..... 22.00
1x31	—Brackets, doz.	..... 2.20

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO

The "Hanger People"



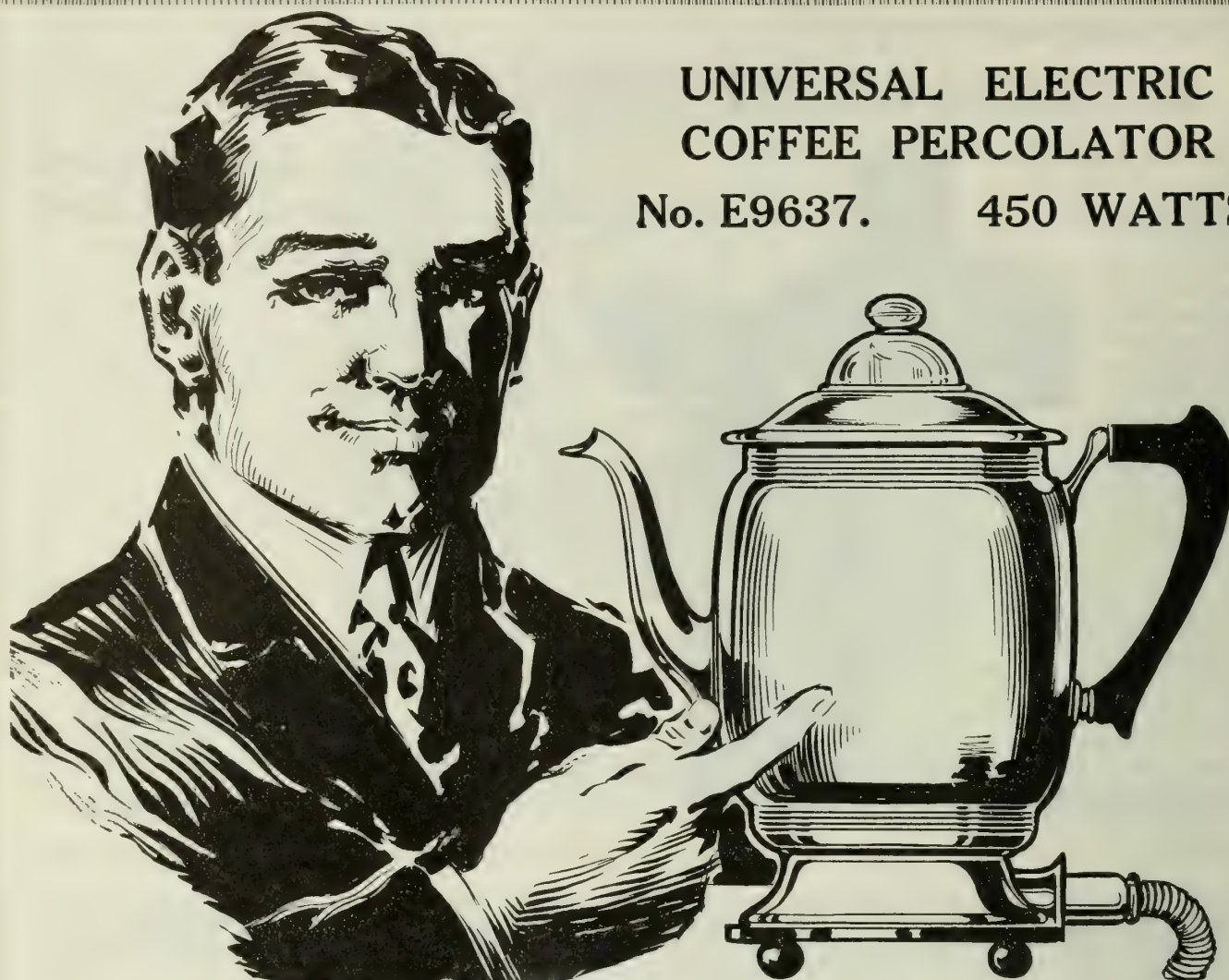
CARBORUNDUM NIAGARA GRINDERS

HAVE your display stand equipped with a well assorted stock of Carborundum Niagara Grinders, then put it in some prominent place. Don't forget that every man who comes into your store and turns the handle "just for fun" is a possible customer.

Its Up to You to Make Him a Purchaser.

The Carborundum Company
Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.



UNIVERSAL ELECTRIC COFFEE PERCOLATOR

No. E9637. 450 WATTS.

DO YOU KNOW THIS PERCOLATOR?

OR THE MANY OTHER UNIVERSAL ELECTRIC HOME NEEDS

Ask yourself this question—then ask it of your customer. If you can't answer it, ten to one your customer can. That is the strength of Universal Percolators. They have been so extensively advertised that the buying public everywhere know their points of superiority.

UNIVERSAL PERCOLATORS

The Percolator shown above has proved itself an exceptionally popular model because the public have been given an opportunity to see its beauty of design and to know that it includes all the Universal features at an exceedingly low retail price. Through our advertising they know that Universal Percolators have a superior method of percolating by which the water is circulated with greater rapidity than in other makes. In the Universal line are percolators for all occasions and tastes—at all prices.

WRITE FOR CATALOG.

LANDERS, FRARY & CLARK - New Britain, Conn.

UNIVERSAL

Canadian Representatives:

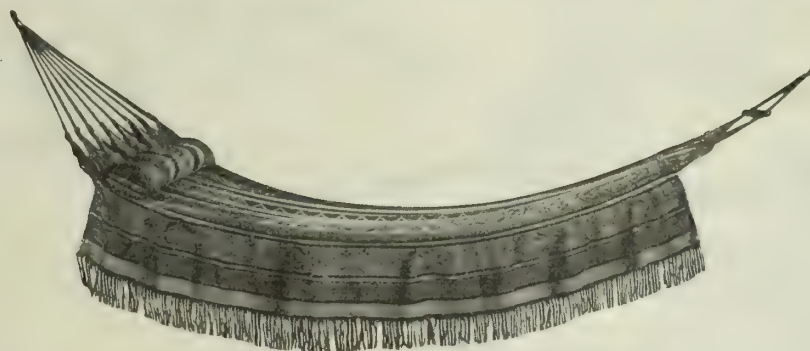
A. MACFARLANE & CO., MONTREAL, CANADA

UNIVERSAL

If interested, tear out this page and keep with letters to be answered.

Liberal Profits for Live Dealers Hammocks for Everybody

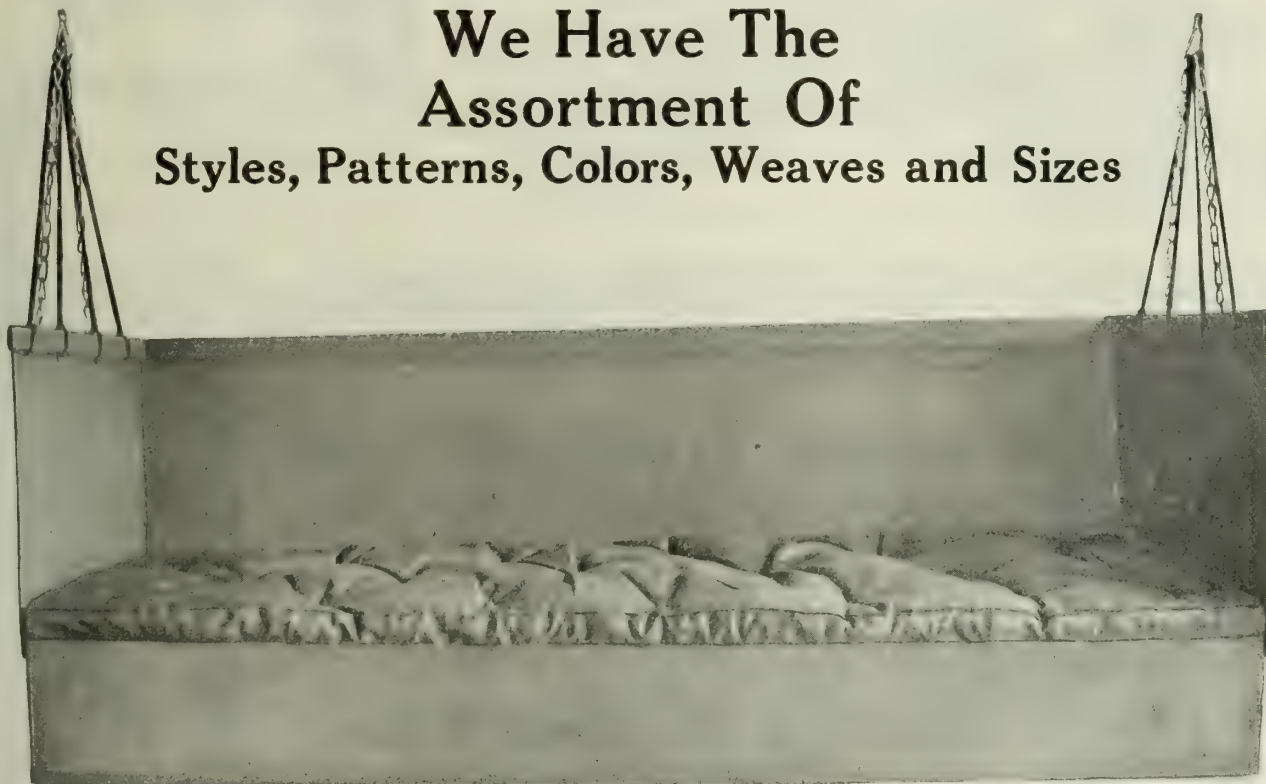
We carry a complete line of Swings, Camp Chairs, Hammock Chains and Hooks.



Our Line of Tennis Goods is complete. Croquet Sets are one of our best selling lines.

A window display of Hammocks will do wonders toward boosting your Hammock profits. You can make quite an attractive showing with a single Hammock stretched from corner to corner.

We Have The Assortment Of Styles, Patterns, Colors, Weaves and Sizes



Baby Hammocks Couch Hammocks Children's Hammocks

Order early for immediate shipment

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS

EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

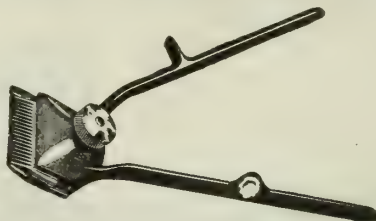
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



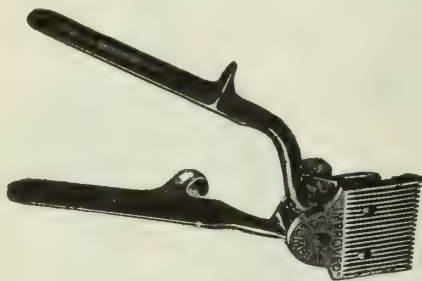
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

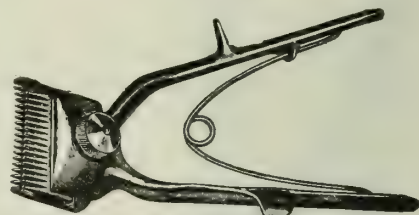
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

Success Breeds Success

Nicholson Files are made by a firm with 50 years experience, whose annual capacity is 60,000,000 files a year, distributed over 1,000 different patterns.

Nicholson's direct and control every manufacturing process, from raw material to finished file. Their workmen are expert, and their product is acknowledged superior the world over. 90% of all files sold in Canada are Nicholson-made and are one or other of the Famous Five:

**Kearney & Foot, Great Western,
American, Arcade,
Globe**

(Made in Canada)

If you want more of the file business in your locality, write us for catalogue and a copy of "File Philosophy" and say you would like our assistance, and you will get it.

NICHOLSON FILE CO.

PORT HOPE

(Jobbers Everywhere)

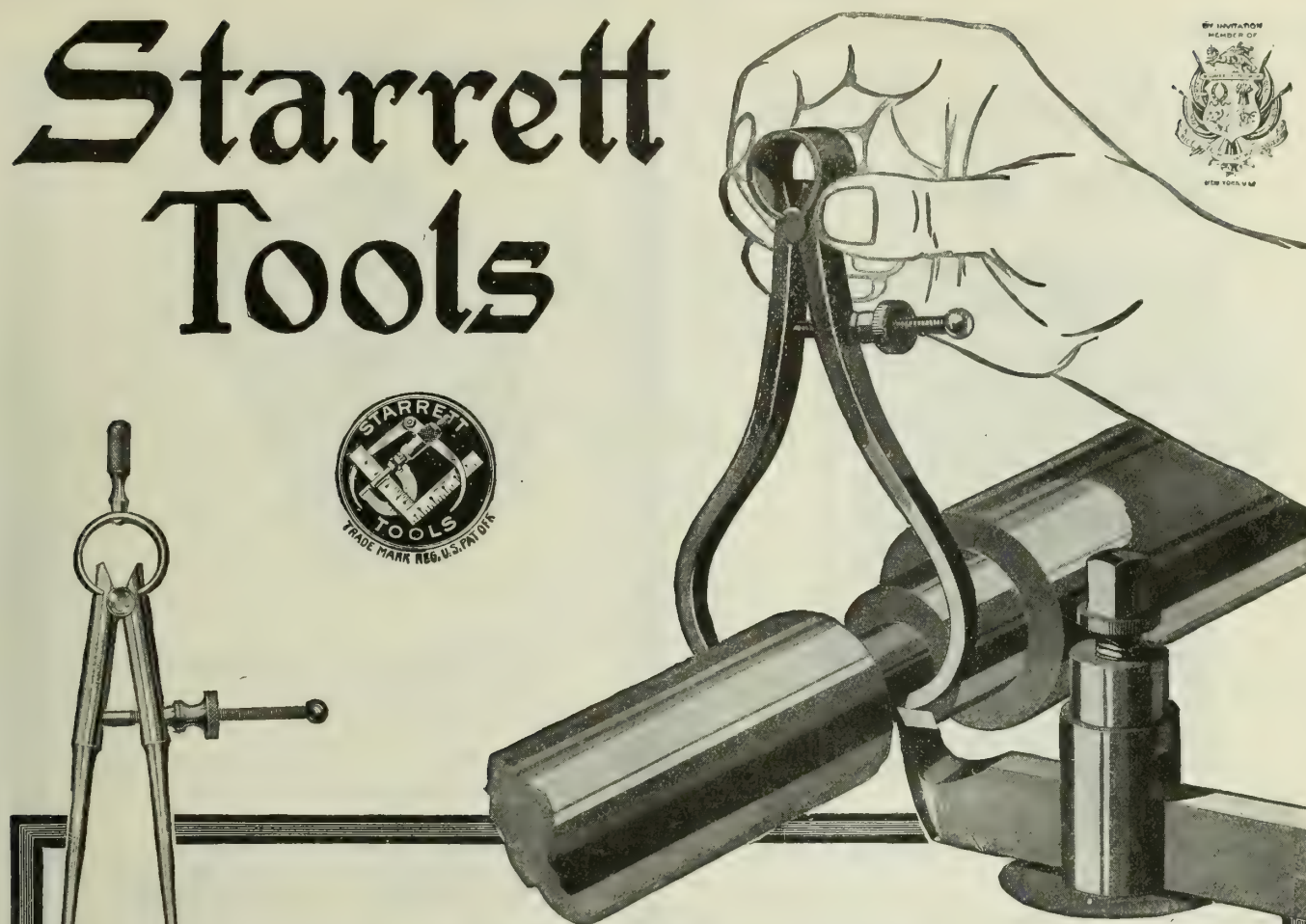
ONTARIO

**50
YEARS
IN THE
BUSINESS**

**OVER
60,000,000
FILES
A YEAR**

If interested, tear out this page and keep with letters to be answered.

Starrett Tools



Demanded by Expert Workmen

THE hardware store that carries a stock of Starrett Tools wins the trade of skilled mechanics, because these tools and instruments are recognized as the standard of accuracy and dependability. The best machinist measures his work so accurately it never comes back for refitting, and he knows he can depend upon

Starrett Tools

They are absolutely true and designed for quick, easy adjustment.

2100 styles and sizes, including micrometers, vernier calipers, dividers, combination squares, steel rules, steel tapes, calipers, hack saws and many others.

We deal direct with Hardware Stores. Write for Free Catalog No. 20-MA, Prices and Discounts

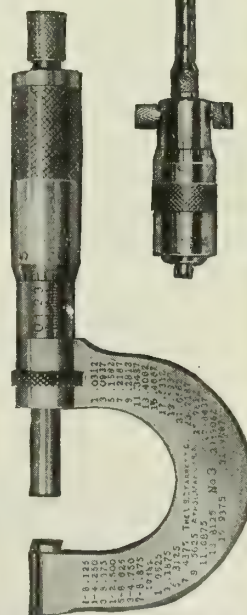
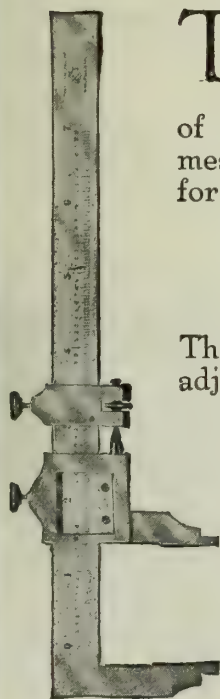
The L. S. Starrett Co., Athol, Mass.

"The World's Greatest Tool Makers"

London

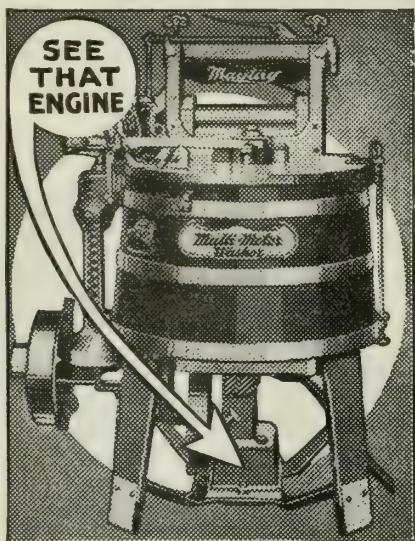
New York

Chicago



If interested, tear out this page and keep with letters to be answered.

The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

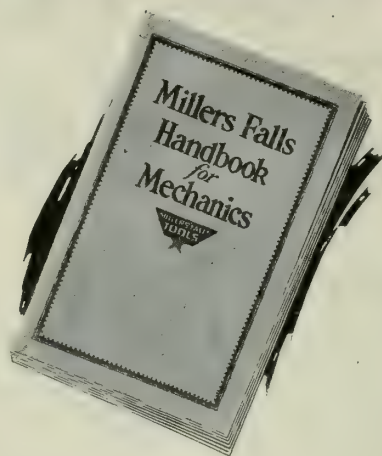
This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.



A Help to Dealers

Here's a book we are offering to distribute free for our dealers to their mechanic customers.

MILLERS FALLS MECHANICS' HANDBOOK

will help build mechanics' good will for every dealer who takes advantage of our special offer.

The book contains 60 pages of mechanical information that has never been compiled before. It is a mine of the most valuable kind of facts, formulas and helpful hints for the carpenter, metal worker and machinist.

Some of the subjects covered are:

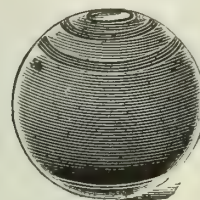
- How to figure board measure, shingles, paint, brickwork and stonework.
- Weight per foot of wood.
- Number of nails to pound.
- Wood staining recipes.
- Putty, cements and glues for wood.
- Grinding wheel information.
- Coloring steel and brass.
- Weight of round and square iron and steel.
- Composition of alloys.
- Tensile strength of boilers.
- Weights and volumes of fuels.
- How to find a tap size drill.
- Decimal equivalent of twist drills in inches.
- And 50 other subjects.

Send for sample copy of the book and outline of our free distribution offer to dealers. Write for booklet No. 12.

MILLERS FALLS CO.
112 River Street
MILLERS FALLS, MASS.

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SAMSON LAWN BOWLS



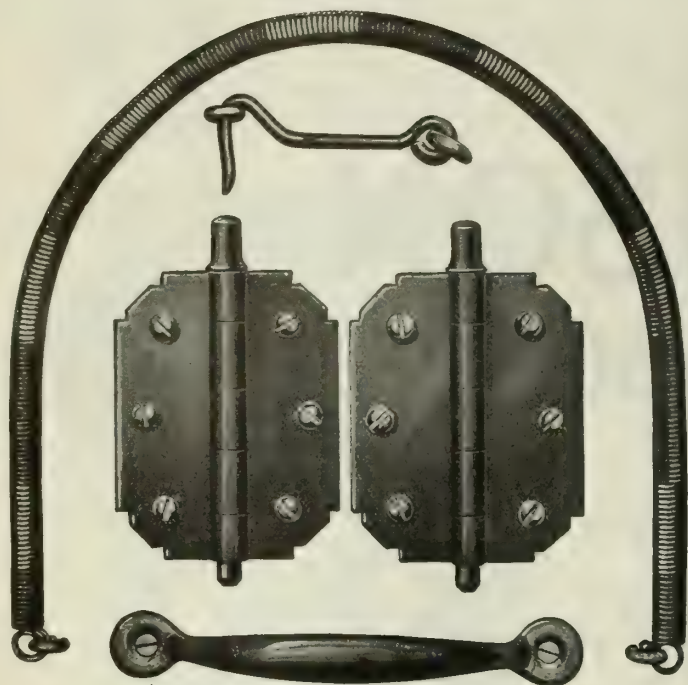
Made from the finest
seasoned lignum-vitae.
GUARANTEED
accurate and uniform
in size and bias.

LARGE IVORY MOUNTS

H. S. HOWLAND, SONS & CO.
LIMITED
WHOLESALE
HARDWARE MERCHANTS
TORONTO



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No. 175 SCREEN DOOR SET

Order Your Hardware
for Screen Doors

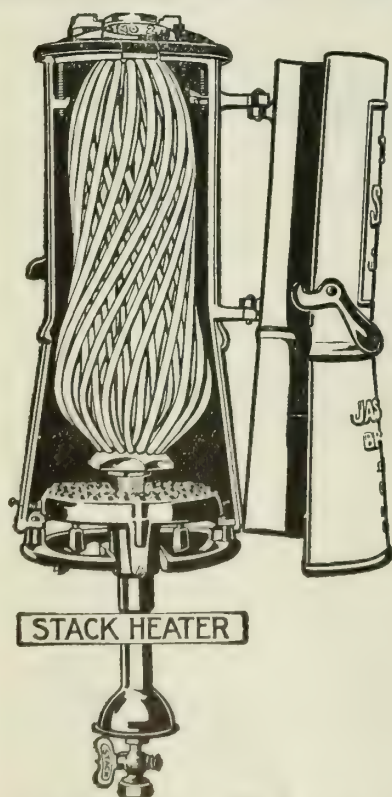
NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

There were 18 different Heaters tested under practical conditions, the conditions being the same for each Heater.

The STACK proved the best in every test.

The STACK heated the water quickest.

The STACK heated the water hottest.

The STACK heated the most water.

The STACK showed the highest efficiency.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

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THE STEEL COMPANY OF CANADA

LIMITED

HAMILTON, CANADA

"TIGER" White Lead

THE LEAD WITH THE SPREAD



"TIGER" WHITE LEAD DOES NOT CRACK, BLISTER OR PEEL, BUT WEARS DOWN GRADUALLY, AND AFTER YEARS OF SERVICE IT STILL FILLS THE PORES OF THE WOOD, RESISTS MOISTURE AND PREVENTS DECAY OF THE PAINTED SERVICE.



We also Manufacture and Guarantee Our:

WROUGHT PIPE, STEEL BARS, BOLTS AND NUTS, PUTTY, TACKS, SHOT, NAILS, RIVETS AND BURRS, POLE LINE HARDWARE, HORSESHOES and HORSE NAILS.

Prompt shipments made from
well-assorted stocks

SALES OFFICES :

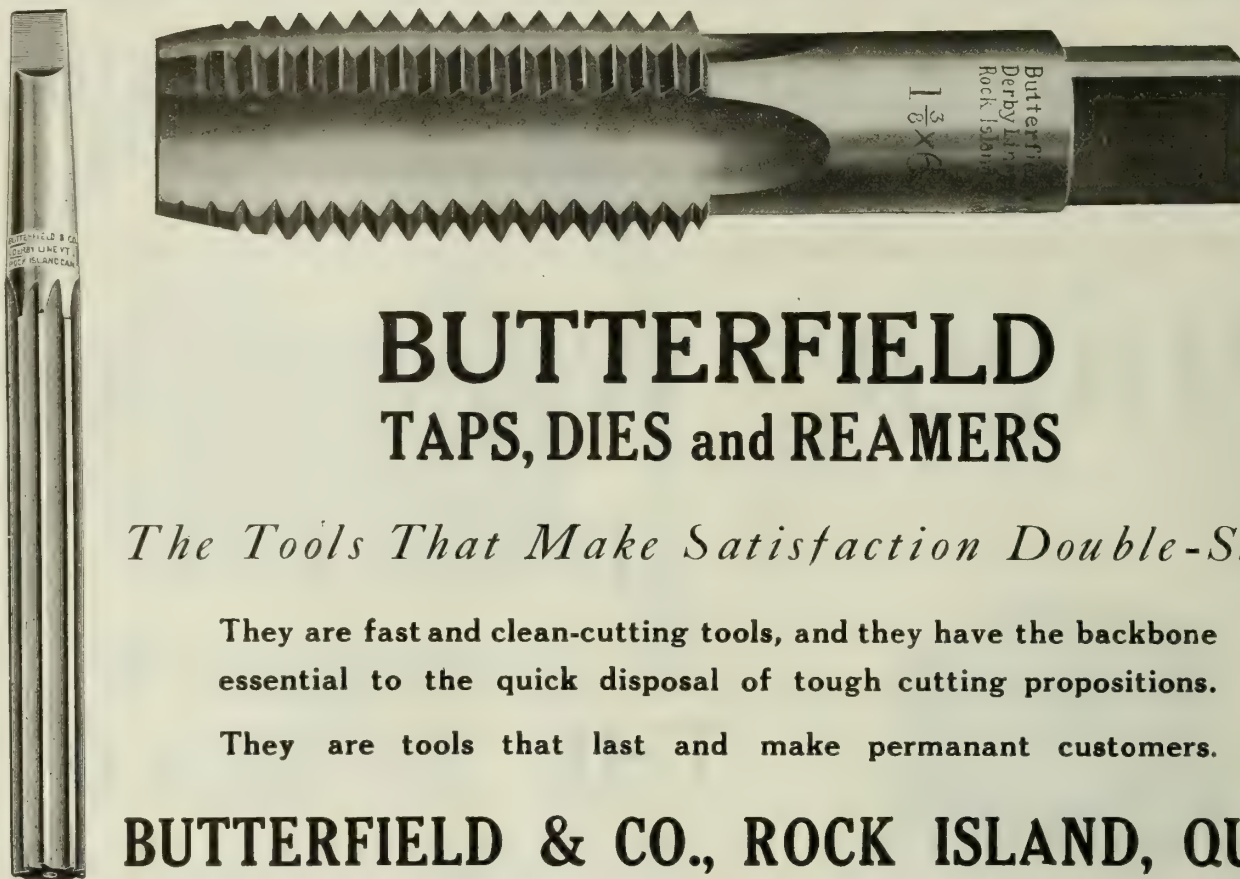
HAMILTON
VANCOUVER

MONTREAL
VICTORIA

TORONTO
ST. JOHN, N.B.

WINNIPEG
HALIFAX

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BUTTERFIELD TAPS, DIES and REAMERS

The Tools That Make Satisfaction Double-Sure

They are fast and clean-cutting tools, and they have the backbone essential to the quick disposal of tough cutting propositions.

They are tools that last and make permanent customers.

BUTTERFIELD & CO., ROCK ISLAND, QUE.

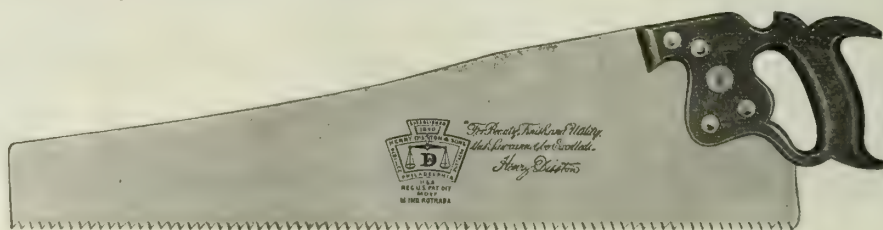
“—I have used them all but I find DISSTON best.”

Could you ask for a better Trade-Builder than this kind of
CUSTOMER-SATISFACTION?

Every mail brings us letters of commendation of the high quality of DISSTON products—letters prompted by the enthusiasm of satisfied users.

This satisfaction is the result of seventy-six years' uninterrupted effort on the part of HENRY DISSTON & SONS to produce not only the best tools on the market, but the finest that could be made.

This reputation for quality which cost the DISSTON COMPANY years of study and costly research is an active asset in the development of YOUR business for you to avail yourself of at no expense whatever.



A man buys where he has already had satisfaction. DISSTON TOOLS are a means of cementing the good-will of your customers that has a tangible dollar-and-cents value to you. Avail yourself of it.

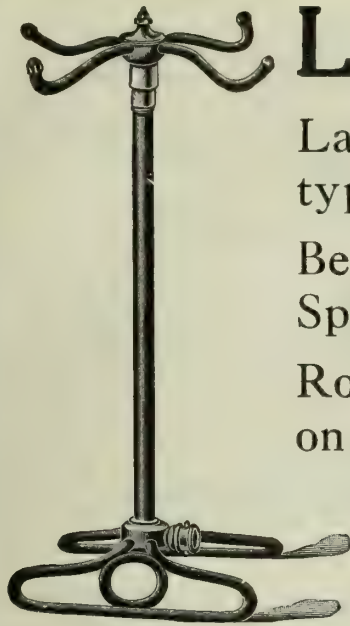
WRITE FOR DESCRIPTION OF SALES HELPS ON ANY OF THE DISSTON LINE IN WHICH YOU ARE INTERESTED.

HENRY DISSTON & SONS, LIMITED

2-20 FRASER AVE.

TORONTO, ONT.

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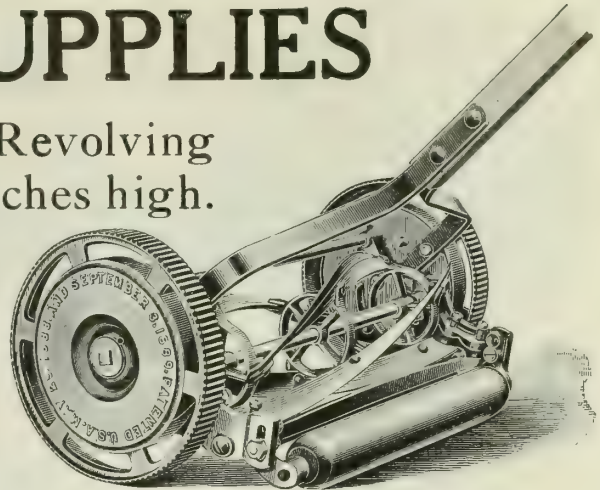


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Lawn Sprinklers in Revolving type, 12, 21 or 36 inches high.

Best Grade Ring Sprinklers.

Rose Sprays for use on end of Hose.



LAWN MOWERS

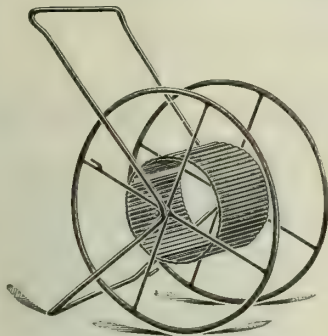
DAISY—low wheel—low price.

STAR—9" wheels.

WOODYATT—high wheels—made in Canada.

EMPRESS—high wheels—ball bearing—made in Canada.

GREAT AMERICAN—ball bearing—for large lawns or parks.



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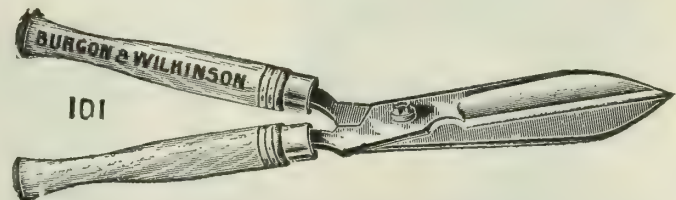
GARDEN HOSE

All Grades, Plain or Corrugated

Nozzles, Couplings, Clamps.



U.S. Poultry Netting will not sag.
All sizes in stock.



English Grass Shears

GARDEN SETS

Caverhill, Learmont & Co.
Montreal

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To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips
Bench Shears
Rivetting Hammers
Setting Hammers
Soldering Irons, all sizes

Punches and Chisels
Hollow Punches
Rivet Sets
Gasoline Firepots
Charcoal Firepots

Gas Firepots
Steel Letters and Figures
Cutting Nippers
Wire and Rod Cutters

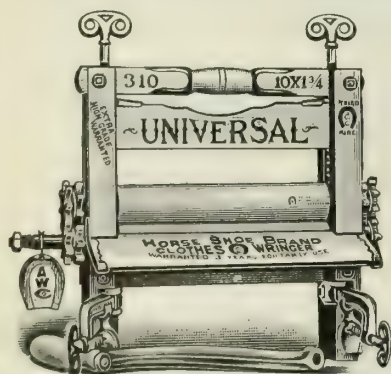
In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

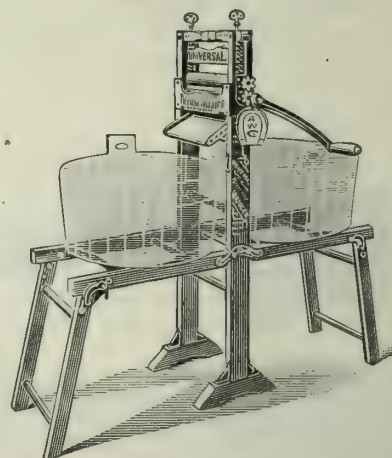
Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton



Join the Army
of
**Horse-Shoe
Brand Dealers**

**We Supply
the Ammunition**



Enlist our help to increase your Wringer sales.
We are prepared to let you have electrotypes,
show cards and circulars with your imprint,
free of charge.

THE AMERICAN WRINGER COMPANY

Dept. "C."

NEW YORK CITY, U.S.A.

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SECOND Great Beginners' Shoots Take Place in June

THESE stirring events last year secured six to eight thousand new shooters for trapshooting. This year's shoots will more than double this number.

Every Club Is Boosting Them

We are co-operating with these organizations and arousing keen support for the events by advertising them in the large circulation dailies, magazines and sporting publications.



Instructing the
Beginner at the Traps

TO AROUSE ENTHUSIASM OF CLUB MEMBERS

and induce clubs to secure a large attendance of beginners, we offer two silver cups (see cut) to the two clubs in each state and province having the largest number of beginners participating in Beginners' Shoots. The beginner making the highest score receives the sterling silver watch fob, and the woman making the highest score in the Special Event gets the sterling silver spoon.

Boost for Beginners' Shoots

Our traveling force is awakening interest in The Beginners' Shoots all over the country to the benefit of dealers,—the sales value of this movement is a pertinent one to you. Every beginner is a prospective customer for your stock of shells, guns, targets, hand traps and other sporting goods. Give it your strongest support,—make a window display of guns, shells and beginners' supplies. Advertise your store as trapshooting headquarters.

E. I. DU PONT DE NEMOURS & CO.

Powder Makers Since 1802

Wilmington, Delaware

RENT A DU PONT HAND TRAP

to beginners for practice before entering the club shoots. Encourage by your hearty co-operation the first trial of trapshooting.

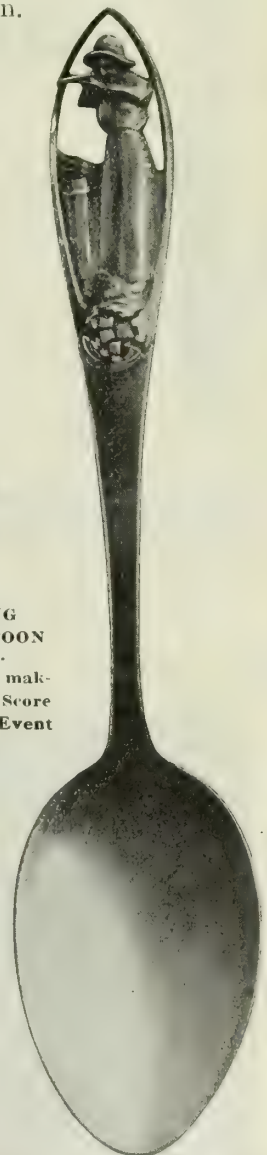
BOOST BEGINNERS' SHOOTING.



STERLING
SILVER
WATCH FOB
Actual Size

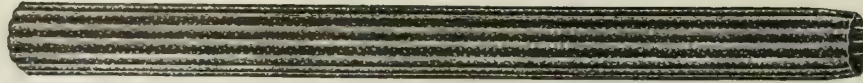


SILVER CUPS,
9 and 7½ inches high,
respectively, given to
the two clubs in
States and Provinces
having greatest number
of beginners contesting
in the Beginners'
Shoots.



STERLING
SILVER SPOON
Actual size.
For Woman mak-
ing Highest Score
in Special Event
for Women.

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Save time by using our easy-fitting Conductor Pipe

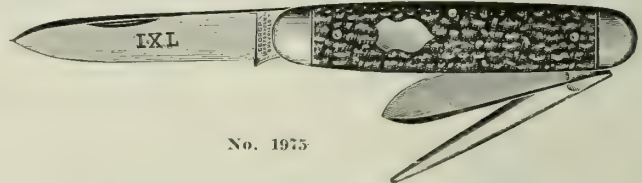
Eavetrough, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, and
CORRUGATED IRON.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN, - TORONTO



No. 1971C



No. 1975



No. 611

CELEBRATED I·XL CUTLERY

MANUFACTURED BY

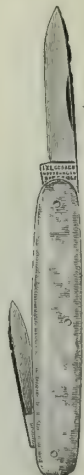
GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

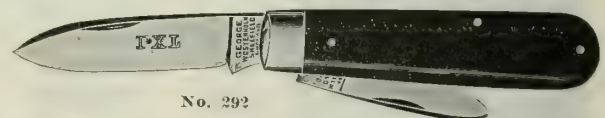
Full range stocked by all leading Jobbing Houses.



No. 1945

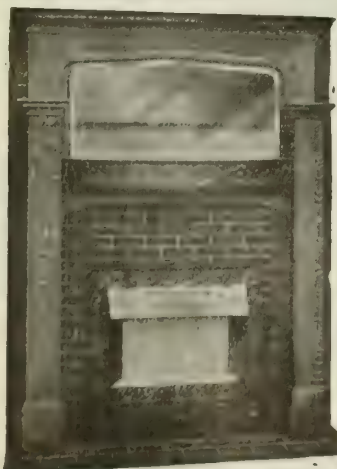


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No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

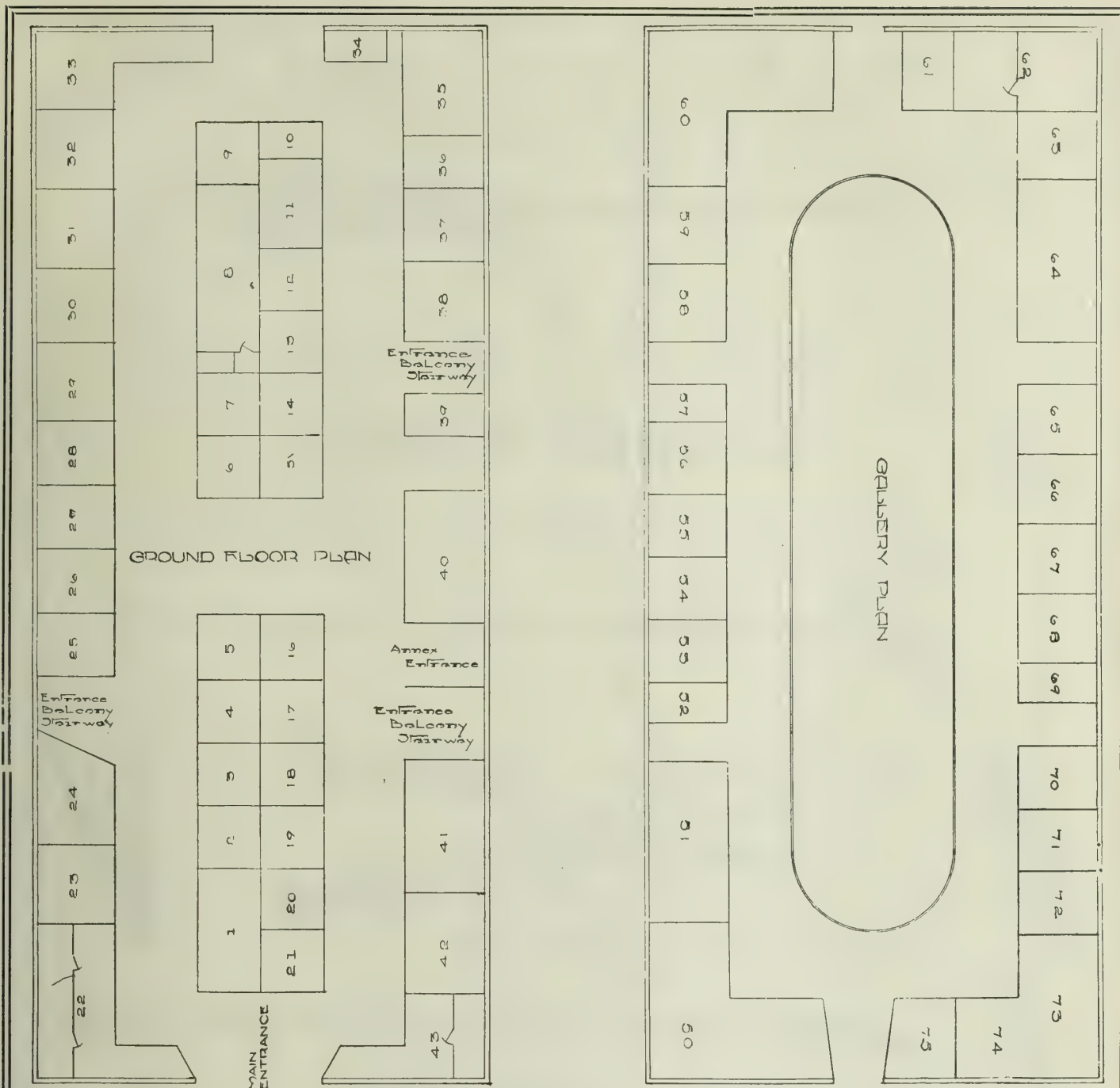
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.





CANADIAN HARDWARE EXHIBITION
LONDON - JUNE - 17TH TO 24TH /16.

Canadian Hardware Manufacturers' Exhibition

London, Ontario, June 17th to 24th, 1916

Open to Public from 10 a.m. to 10 p.m. Daily

Showing CANADIAN MADE HARDWARE, STOVES AND
GOODS HANDLED BY THE HARDWARE TRADE.

For the Dealer—"Who Makes It"

For the Public—"Where It Is Made"

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TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal



GARDEN TOOLS

Established
in 1803

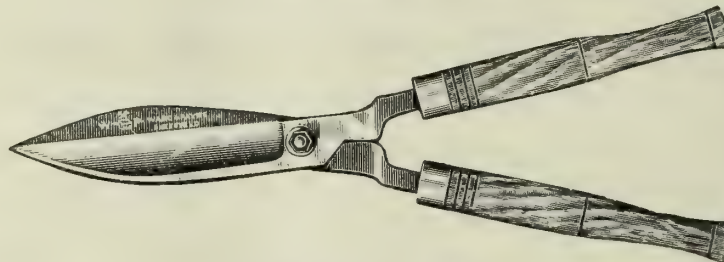
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5532—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

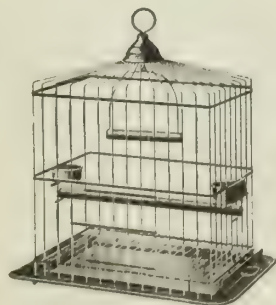
WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.

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ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



"HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June the parrot season.

THE ANDREW B. HENDRYX CO.

New Haven, Conn.



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Quality Plus Range of Product Plus Service

With complete factories in Canada where every type of small arms ammunition is manufactured from raw material to finished product,

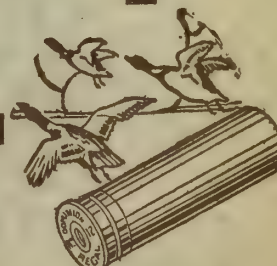
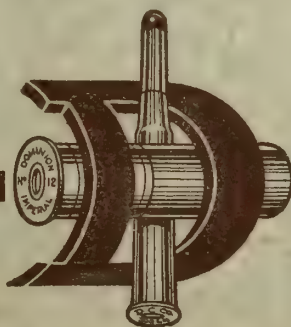
Dominion Ammunition

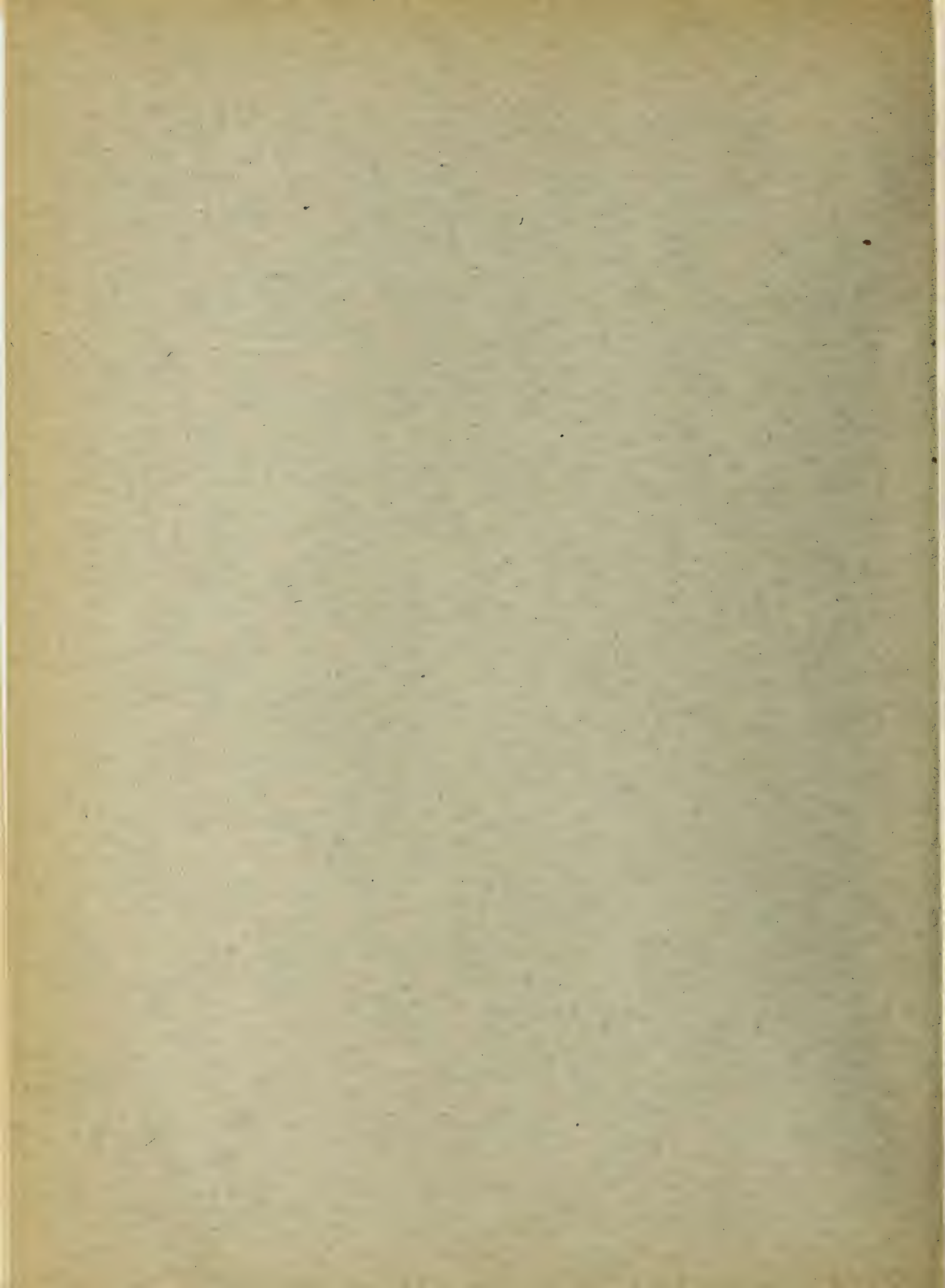
is the perfect brand for the Canadian market. With a thorough knowledge of the arms that are popular in Canada, and a desire to supply the demand, we are making cartridges and shotgun shells that will operate perfectly and effectively in all the popular guns in this country.

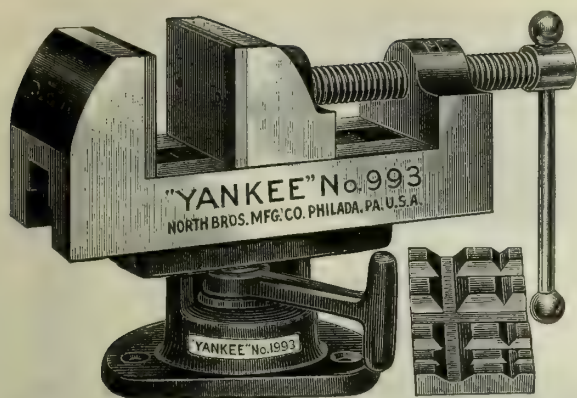
With warehouses in Brownsburg, Que., Winnipeg and Vancouver, and all jobbers in Canada carrying complete stocks, your Dominion Ammunition orders can be at your store in 48 hours.

Dominion Cartridge Company Limited

120 St. James Street, Montreal







"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

**A GREAT LITTLE VISE
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
opening $3\frac{1}{8}$ ", Base $7\frac{1}{2}$ " long.

Your Jobber will supply you.

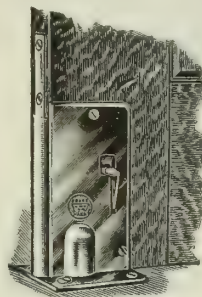
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRADE
CHICAGO
MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

When a Fellow Drops In After Supper

For a few odds and ends, chances are he's going to do some tinkering.

- ☞ Any help the Dealer gives will bring that man back again and make him a booster.
- ☞ Especially true is this of Hack Saws. Nine times out of ten he doesn't know the type of blade he needs, but
- ☞ He does know what he wants it for. Ask him, consult our List, and give him the best blade for his job.
- ☞ It's a little thing, but it counts.

Victor Blade-Canadian Made

VICTOR SAW WORKS, LIMITED
HAMILTON, - ONTARIO

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Learn More About The Material You Sell

Do you know how sheet metal is made?

Do you know the purpose of the Blast Furnace and the Open Hearth Furnace?

Do you know why some sheets break in forming?

Do you know what gives sheet metal strength?

Do you know why the "old fashioned iron" sheets lasted so long?

The answers to these perplexing questions and many others like them are found in the "Sheet Metal Primer."

Here's a book every sheet metal man should have. It will help you understand these topics better and will help you explain them to your customers.

And you need not be a chemist or a metallurgist to understand the language in this book. It is written so that every man can understand.

This book is free to any sheet metal man.

Tear off and Mail Today →

The Pedlar People Ltd. (Canadian Distributors Toncan Metal)
Oshawa, Ont. H.M.-4

Send me without cost or further obligation a copy of the "Sheet Metal Primer."

Name.....
Street.....
City.....



SIMMS
SET IN RUBBER

BRUSHES

GUARANTEED
FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our
jobbers on request.

T. S. SIMMS & CO.
LIMITED
ST. JOHN (FAIRVILLE), N.B.

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"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

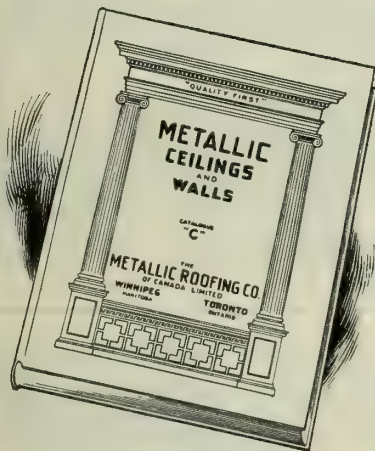
New Catalogue Now Ready!

A Business Builder—

A Business Getter

We announce our New Catalogue of

Metallic Ceilings and Walls

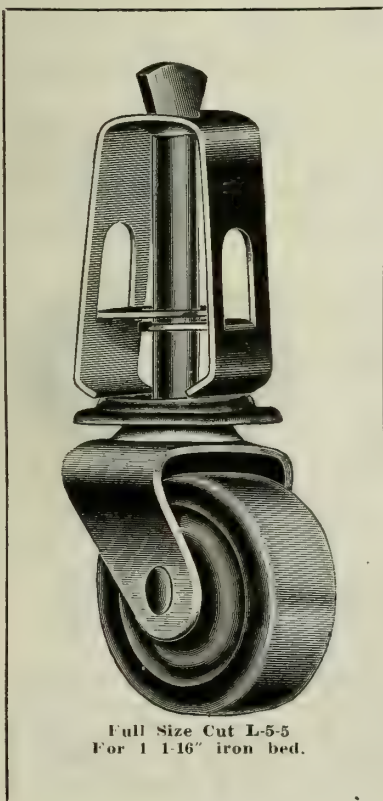


Scores of handsome new patterns, of exclusive design, beautifully illustrated and conveniently arranged.

120 pages, 10 x 14 inches, on heavy paper, in stiff cover with cloth binding,—a catalogue you will be proud to show to your customers, and one that will bring you business.

WRITE FOR IT.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



The Faultless Line

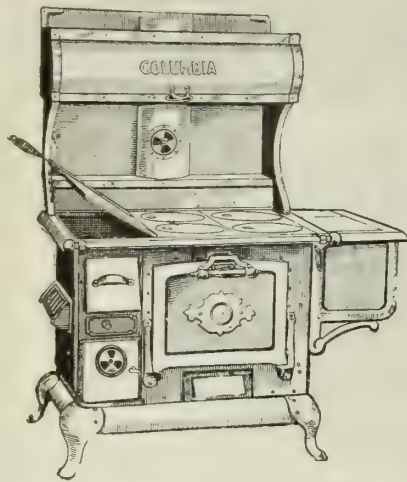
A **NOTHER** quality caster of the **FAULTLESS LINE**. The socket, made of clock-spring steel, is easily inserted in the tubular leg, but when once inserted stays firm.

WE manufacture over 2,500 different sizes and styles of casters for wood and metal furniture, and we have a caster that will just suit your purpose.

Send for our catalog and price list.

Faultless Caster Company

Evansville, Indiana



Retail Price:
\$50.00

EVERY STOVE SALESMAN

KNOWS, when the prospective customer walks up the stove-floor looking over your line of ranges, and stops in front of *one particular sample*, making a few admiring comments: that is the range for him to sell her.

If that sample is "*A Columbia*," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

"EVERY RANGE GUARANTEED."

Dominion Stove & Foundry Co., Ltd.

PENETANG, ONTARIO

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

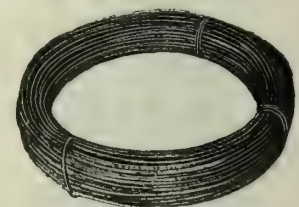
We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

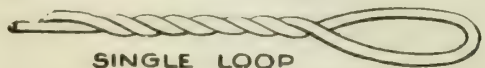
Headquarters for High Carbon Bale-Ties and Baling Wire

Also Manufacturers of

NAILS and WIRE
all Kinds



CROSSHEAD



SINGLE LOOP

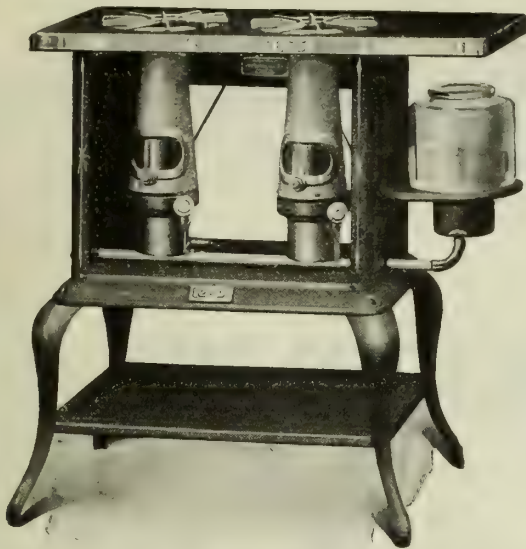
The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B. C.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



The New Process



The Standard

DAVIDSON'S FOR Gasoline and Oil Stoves

The New Process Blue Flame Oil Stove can be supplied in the two or three-burner style, with long or short chimney.

These stoves are equipped with glass tanks. They require very little care and attention and are guaranteed as to their efficiency.

They consume a minimum amount of fuel.

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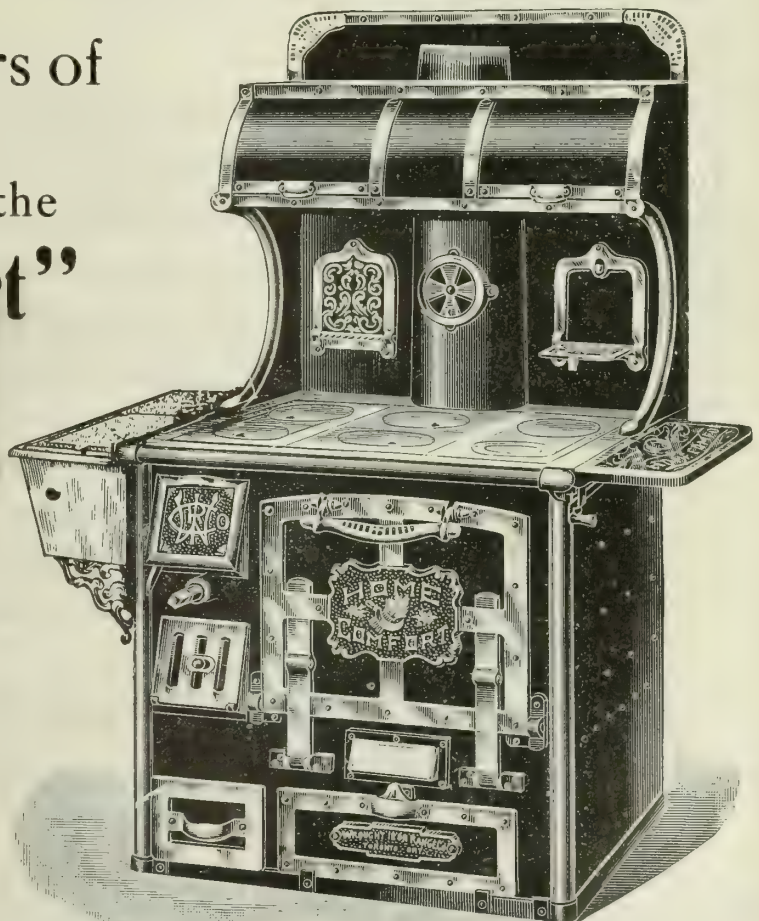
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, MAY 13, 1916

No. 20

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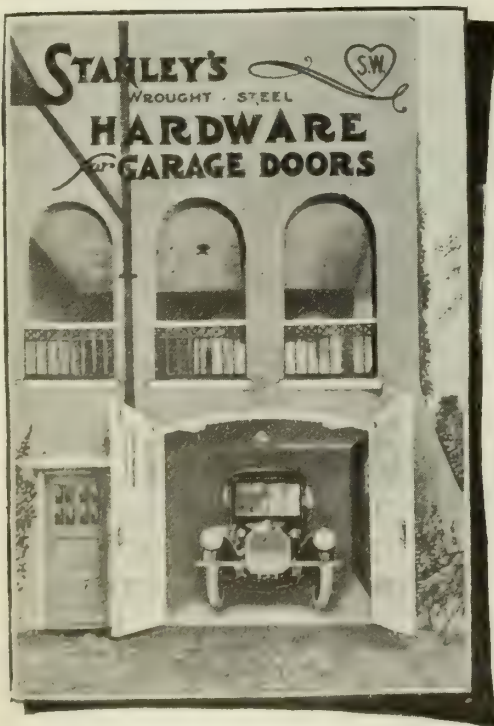
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Selling by Catalogue in Far North

Selling for Cash to Customers Many Miles Away—Chain and Rope Prices Quoted per Foot—Salient Features of Attractive and Practical Catalogue

Based on information secured in an authorized interview by a Hardware and Metal representative with Albert Taylor, of the George Taylor Hardware Co., Ltd., Cochrane, Ont., branch.

WE say up here that Cochrane is the only town between North Bay and the North Pole. At any rate it is 250 miles due north of the first and far enough south of the second to make it the centre of a very large region of only partially developed resources that include lumbering, farming, mining and fur trade. In addition, the town is the chief divisional point for four railroad divisions, and is already in a small way a jobbing centre of first importance

settlers are coming in gradually and improving in quality as time passes. At the time of our opening here in 1911, just after the fire that had destroyed the town, there was practically nothing being done, with the exception of railroad construction, and general opinion prophesied a slump with the completion of that work. Results, however, have not borne out this theory. True, the country has been cleared of some thousands of transient labor that spent money freely, but the natural development of the country is gradually replacing this loss in a certain, if in a slow fashion.

piled boxes. Each partition in our rack will hold 200 feet, and all available space is utilized by laying oblong cuts horizontally in shallow partitions in preference to standing them on end in deep and high partitions, as is usually done.

The steel tanks of oil are stored in the cellar with nails, paper, heavy goods, such as grindstones, etc.; lumbering and construction tools, such as peavies, cant hooks, shovels, etc.; agricultural implements, a complete stock of paints, plumb-

General Conditions

The trade we cater to is very genuine in character, consisting as it does of French and English settlements, farmers, lumber-jacks and railroaders. This necessitates all our clerks speaking both languages, and even a large part of our mail comes under this same ruling.

Save on Insurance

The buildings are of reinforced concrete, and this is true of even the cellar roof. This means that we pay one per cent. of insurance to the six per cent. that others pay.

We do a heavy jobbing business, and have frequent use for the shipping room, which is in the rear of the store, and contains heavy hardware, bolts, nuts, fittings, etc. The shelving for the storage of these articles extends to the full height of a very high ceiling, so that now all space is wasted, and we have the unrestricted use of all floor space. The pipe and steel racks are at the back of this building and in the open.

Storage of Stocks

Reserve stocks are stored upstairs, and in all cases the greatest possible advantage is taken of the shape and size of the articles to be stored. For instance, our glass racks are built in as permanent fixtures, instead of the usual loose or

THE GEORGE TAYLOR HARDWARE LIMITED, COCHRANE

Acme Steel Frying Pans



Contracted with Cold Handles

No.	HS-090	0	2	4	6
Size	5 1/2	6	8	9 1/2	10
Price	10	12	20	25	30

Famous Steel Spiders

Short handles, flat bottom

No.	HS-9	11 1/2	inches in diameter	Price each
				25

Creamery Cans



With slip over cover
Cover attachment
Made of good heavy tin
Complete with top and gauge as illustrated 20 quart size

No HS-119 each 90

Cast Iron Bean Kettles

with handles, carrying well, steam over the side, pressure and so on from getting into the side, 14 1/2 to 20 quart

No.	HS-100	10	12	14	16
Size	10 <td>12 <td>14 <td>16 <td>18 </td></td></td></td>	12 <td>14 <td>16 <td>18 </td></td></td>	14 <td>16 <td>18 </td></td>	16 <td>18 </td>	18
Price	10 <td>12 <td>20 <td>25 <td>30</td> </td></td></td>	12 <td>20 <td>25 <td>30</td> </td></td>	20 <td>25 <td>30</td> </td>	25 <td>30</td>	30

Tin Tea Kettle

Medium weight, tin, carrying bottom

No.	HS-112	12	14	16
Size	12 <td>14 <td>16 <td>18 </td></td></td>	14 <td>16 <td>18 </td></td>	16 <td>18 </td>	18
Price	10 <td>12 <td>20 <td>25</td> </td></td>	12 <td>20 <td>25</td> </td>	20 <td>25</td>	25

Stock Pots

Sealed, enamel, extra heavy, 10 quart, 12 quart, 14 quart, 16 quart, 18 quart, 20 quart, 22 quart, 24 quart, 26 quart, 28 quart, 30 quart, 32 quart, 34 quart, 36 quart, 38 quart, 40 quart, 42 quart, 44 quart, 46 quart, 48 quart, 50 quart, 52 quart, 54 quart, 56 quart, 58 quart, 60 quart, 62 quart, 64 quart, 66 quart, 68 quart, 70 quart, 72 quart, 74 quart, 76 quart, 78 quart, 80 quart, 82 quart, 84 quart, 86 quart, 88 quart, 90 quart, 92 quart, 94 quart, 96 quart, 98 quart, 100 quart, 102 quart, 104 quart, 106 quart, 108 quart, 110 quart, 112 quart, 114 quart, 116 quart, 118 quart, 120 quart, 122 quart, 124 quart, 126 quart, 128 quart, 130 quart, 132 quart, 134 quart, 136 quart, 138 quart, 140 quart, 142 quart, 144 quart, 146 quart, 148 quart, 150 quart, 152 quart, 154 quart, 156 quart, 158 quart, 160 quart, 162 quart, 164 quart, 166 quart, 168 quart, 170 quart, 172 quart, 174 quart, 176 quart, 178 quart, 180 quart, 182 quart, 184 quart, 186 quart, 188 quart, 190 quart, 192 quart, 194 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heavily-timbered country, and do a good business in them. There is also a good business in oils and gasoline, of which we sell a carload a month.

Utilizing the Natural Resources of the Store

In the store itself we have a number of schemes for the utilization of all possible sources of strength. Goods are displayed freely on baskets and on tables after the manner of the Woolworth 10c stores, everything is price marked with a specially prepared printed price tag. We find the printed variety preferable to the average clerk's stencilled figures. We have a number of special display wrinkles in the store, such as a large special poster inset under glass in the counter, where a customer simply must see it, and several other original things which are described elsewhere.

Daily Bulletin

One of the best of these is a daily bulletin of store and market news, which keeps the clerks and myself posted on every change in cost of every article we handle, with any additional information about that article that may be deemed necessary. This bulletin is kept posted up in a central part of the store, inconspicuously, of course, as it is not meant for customers. It is a wonderful saver of time and errors and unnecessary questioning of busy managers by uninformed clerks.

Breaking Into the Mail Order Business

The Cobalt and Liskeard stores had used a catalogue for their jobbing business for some five years before the benefit of one in our retail business became so apparent that we made the venture.

The decision to do so was, of course, the result of an evolutionary chain of ideas and conditions that had been under way for some time, but it seems to me now that the prime reason for our opening up this hitherto neglected branch of business was the violent dislike of the mail order business that was evinced by most hardwaremen. They even went to the extent of trying to get it taxed. They called the mail order people pirates and knocked them consistently because they got all the business. So we thought it must be a pretty good business, and decided to become one of the pirate gang.

A List of Practical Reasons

There were other and more practical reasons for the decision. Between here and Quebec City we can tap the trade at least as far East as Bell River and catch part of the trade of Harriara, P.Q. On the West we can cover Jackson-borough, Hearst, Grant, and Kowask, as well as all the settled country adjacent to them. Thus we have a trade territory that extends 200 miles East, 300 West, as far South as Swastika, 75 miles away, and the entire North. This territory is

workable only by means of mailing lists and catalogues.

We already had some trade in this large region, but it was handled with difficulty. There are two trains a week East on the Transcontinental and three to the West, aside from the "National" or through train. So at best, if a man thirty miles away wished to place an order with us and pay for it, fully a week was consumed in the operations of supplying him with information as to prices and shipping. The shipping and delivery of the goods consumed another three days and payment still due in most cases. But now our catalogue is a standing salesman in every house, cash comes with the order, and the whole transaction is history in three days' time at the very outside.

Catalogue a Cash Salesman

Under the old system we had to refuse many orders because the people were unknown to us, and would not send the money until they had received the goods. Strangely enough, the reverse is true in the mail order business. The people expect to send cash with the order in the latter case. The big houses have educated them up to it and the benefit is ours. The mail order business is cash only. Perhaps it is this reason that is causing the big firms to go after it to the neglect of the trade of their own towns. At any rate, such is the case.

The people are so fully educated to the benefits of this business that they now depend upon it for the best of reasons. They say, "I don't have to go down town and wait around an unattractive store, only to be deceived in the end by some smart clerk. These goods are guaranteed by a reliable firm."

Replacing Lost Trade

Still another reason for the change

was the fact that we had recently suffered a loss in our considerable jobbing business as a result of changing conditions that threatened to leave us holding the sack.

So we reviewed these conditions I have outlined and reasoned this way: "If Toronto mail order firms can sell a stove in Harriara, which is 535 miles from them, why can we not do so, for we are only 130 miles from there?" We milled that thought over and then made the jump. And, although the business is only in its infancy, we are vastly pleased with results in the short period of its existence.

Nice cash orders are coming in daily for goods before they are shipped. Compare that condition of affairs with the one usually existing in regard to the state of payment on orders. It is the only way, and makes a beautiful business, but to handle it successfully requires a reasonably large stock and a catalogue that is kept up-to-date, so that prompt delivery is insured for all orders. This last is of paramount importance in a mail order business.

Catalogue a Liberal Education

Another thing, this catalogue is an up-to-date price list, ready to the merchant's hand, and contains detailed information about his stock that he could never hope to assemble in any other way—a concrete display in black and white of all his goods.

It is a liberal education to the man who gets it up and to the clerks who study it, and may always be depended upon not only as a book of reference, but as the inspiration of new ideas and improvements in the business.

Mailing List Prime Requisite

A catalogue to be effective must be distributed to a selected list of possible customers. We have collected a list of 2,000 names which have been culled out of a larger list that we paid for at the rate of one and a half cents a word, and afterwards culled out so as to obviate duplication in mailing, as the catalogues placed in the customer's home represent an outlay of 35 cents each. We devote particular attention to settlers, heads of families and other individuals who promise well as buyers.

A Comprehensive Follow-up Campaign

To each customer on our list we then mail a catalogue, with the following letter, which is in French if the recipient is of that nationality:

"Dear Sir,—We are taking the liberty of mailing you a copy of our Mail Order Catalogue, trusting that you will find same interesting.

"Our prices will be sufficiently low enough to make it worth your while to do business with us. Our object is not to sell cheap goods, but to sell the most reliable goods at reasonable prices.

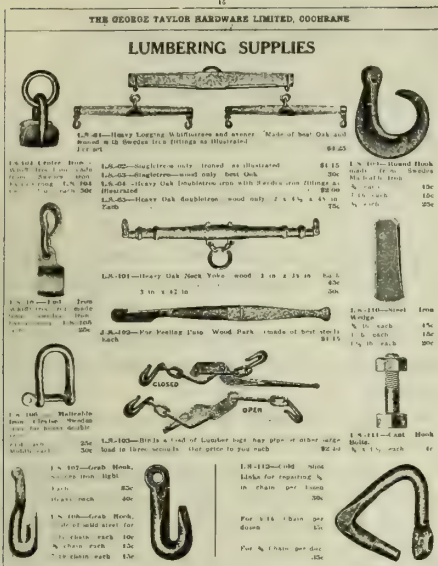
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THE GEORGE TAYLOR HARDWARE LIMITED, COCHRANE

<p>Low Down Tank Pump</p>  <p>Used by farmers for threshing tanks by men, for pumping water into buildings for extension, or for watering a number.</p> <p>W. H. shows 50 feet from point of pump to tank, and more or less, and can be used as a pump. Can be used as a pump or as a water supply. It is a very light and easy to use. It is a very light and easy to use. It is a very light and easy to use.</p> <p>No. 401. Price only \$4.00</p>	<p>Kitchen Pump</p>  <p>No. 402. Kitchen Pump. Same as No. 401, except that water can be forced through a pump. It is a very light and easy to use. It is a very light and easy to use. It is a very light and easy to use.</p> <p>No. 402. Price only \$4.00</p>	<p>Cottage Force Pump</p>  <p>No. 403. Cottage Force Pump. Same as No. 402, except that water can be forced through a pump. It is a very light and easy to use. It is a very light and easy to use. It is a very light and easy to use.</p> <p>No. 403. Price only \$4.00</p>
<p>Close Spout Pitcher Pump</p>  <p>For cisterns and shallow wells. This is a strongly built pitcher pump with close spout, which confines the delivery of the water. Made with reversible pump, so it can be used as a right or left hand pump. It is a very light and easy to use. It is a very light and easy to use. It is a very light and easy to use.</p> <p>No. 404. Price only \$4.00</p>	<p>Anti-Freezing Well Pump</p>  <p>No. 404. A reversible low price pump for wells and over 25 feet deep. This pump has a capacity of about 100 gallons per hour and is strongly made. It is a very light and easy to use. It is a very light and easy to use. It is a very light and easy to use.</p> <p>No. 404. Price only \$7.50</p>	

These are the best pumps for sale in the West. They are made of steel, without extra charge.

Page from catalogue showing line of pumps carried by George Taylor Hardware Company of Cochrane.



Page from George Taylor Hardware Catalogue featuring lumbering supplies.

"All orders of \$15 or over will be shipped to your station freight prepaid.

"If it is more convenient for you to correspond with us in French, we will be pleased to have you do so.

"We desire to thank you for the courtesies extended to us in the past, and hope to be favored with your future orders.

"We are,

Yours very truly,

"THE GEORGE TAYLOR HARDWARE, LIMITED

"Cochrane, Ontario."

In addition, we enclose a blank order form and self-addressed envelope. If this comes back in the form of an order we send another blank and self-addressed envelope, when we acknowledge the order. We also enclose a current price list of heavy goods that are changing frequently in price and keep a close watch on all price changes in order that catalogues may be corrected and that we may not sell too low. This matter requires close attention under present market attentions. We keep a separate mail order list and opposite the name of each customer mark the amount and date of his order for future reference, even though it is a cash transaction.

Attention to Detail Necessary

The customer is pandered to throughout in the arrangement of this catalogue. His wants become our ways, and his needs our necessities. The catalogue is gotten up as attractively as we feel we can afford, with special attention paid to cuts and price lists. It is the flat shape, seven and one-half by ten inches in size, with a hole punched in the corner and a ribbon and screw hook tied into it so that the customer will be certain to hang it on the wall and really use

it as a book of reference instead of burying it in a pile of old magazines.

Salient Features of the Catalogue

The catalogue is, of course, indexed, and our cash prices are featured throughout the book.

All iron and rope prices are quoted by the foot instead of by the pound, and horseshoes by the set. This is a direct result of studying customers' modes of thought. We have found that the average settler has no knowledge of comparative weights in many lines, and that he is apt to think of them in terms of measurement rather than of weight. I notice that a large mail order house in Toronto uses this plan in referring to rope as against the trade custom of quoting it by the pound, but we go further here and even sell chain by the foot. I have noticed that a customer is frequently offended by the quotation to him of prices that he does not understand, and will resent the trouble he is put to to reduce it to terms with which he is familiar. This is meeting the customer on his own ground and giving him what he wants, and in such a form that he can easily digest it instead of forcing our methods on him.

Results Very Gratifying

The catalogue has only been in use for a short time, but the results are most gratifying. In one instance, that of oil stoves, we have sold more during the winter and since we got the catalogue out than we did all summer. These sales were greatly aided by a small booklet on oil stoves which we sent out ahead of the catalogue.

We can trace an increased general business to the catalogue, but more especially in tools, stoves, enamelware, electric lights, tinware, shelf hardware and all general lines, as well as children's and specialty lines. Tools and stoves have probably sold the best, and in the case of the former we can prove that we made sales that would otherwise have gone out of the country. Next in importance to the increased sales is the cash feature, which I have already dwelt upon, and which undoubtedly makes this a channel of first importance in trade getting.

Cash vs. Credit

We have developed this cash feature of our business into all departments since September, 1915, and have to report gratifying results. We have no rigid, non-breakable rule that is enforced on sheep and goats alike, but the rule is there for our protection against the class of trade that is not entitled to credit; while in the case of those who ask for credit and are entitled to it, we solve the difficulty by adding a small amount to our advertised cash prices, which we feature so largely in our advertising.



Page from George Taylor Hardware Company of Cochrane, in which hunters' and trappers' supplies are featured.

For instance, a good stove runs into money, so that a perfectly good customer may find it necessary to ask for credit. We explain that a trifle more must be paid than the advertised cash price in order to pay for the additional cost of collecting, for we establish an understanding that on payment days our collector will call for the money and so do away with any dependence on frail humanity that forgets and puts off and winds up by neglecting to pay its bills.

The institution of such a cash system meant a sweeping change for us, for it necessitated cutting out many people who had been trading with us since the business started. But to our surprise we discovered that the exercise of a little diplomacy bridged the gap nicely in many cases, and that people whom we expected to be offended still do business with us and pay cash. To accomplish this result we impressed upon them the fact that we can sell cheaper by selling for cash, and thus they are made to share the responsibility with us in order to insure for themselves this small gain.

And so in all the details of our two new departures, the mail order catalogue and the cash system, we endeavor to make a direct and personal appeal to the buying instincts of that public whom we seek to serve.

FROM OUR READERS

Moose Jaw, Sask., March 25, 1916

"I take this opportunity of expressing the great satisfaction given in reading your paper which arrives in our office from week to week. We consider this the best hardware magazine that we have had the pleasure of receiving. Yours truly,
THE MOOSE JAW HDWE., LTD.,
Geo. J. Morrison,
President."

Saskatchewan Retailers in Session

Dispatch to Hardware and Metal States Convention in Regina This Week Has Dealt With Many Vital Questions—Good Attendance of Western Retailers Present—Hardware Section Met Thursday

At the convention of the Saskatchewan Retail Merchants' Association in session in Regina this week, a proposal was advanced to form a Western Board of the Retail Merchants' Association of Canada, composed of representatives from Saskatchewan, Alberta and Manitoba. Before this can be consummated, however, it will be necessary to secure the sanction of the Dominion Board, which meets some time in July.

The Retail Merchants' Mutual Fire Insurance Company has shown satisfactory development to the membership of the Association.

The work of the Canadian Supply Company Association was unanimously endorsed by the convention. This association has 148 branches throughout the West, and it was stated had a membership of 1,500.

Enthusiastic meetings and splendid attendance marked the sessions of the Convention.

DISPATCHES from representatives of Hardware and Metal who have been in attendance at the annual convention of the Saskatchewan Retail Merchants' Association in Regina this week state that a most successful gathering of western merchants has been held. The sessions were held in the Regina City Hall and a large number of Western retailers were present. Very valuable discussions took place on matters relating to the retail trade and resolutions were passed dealing with important phases of the retail trade.

The convention proper commenced Tuesday morning, and in the afternoon addresses of welcome were given by His Worship the Mayor; W. G. Styles, president of the Regina Board of Trade; J. J. Polson, president of the Regina branch of the Retail Merchants' Association.

Among the speakers present were H. O. Roberts of Minneapolis; W. H. Ault, of the Department of Agriculture, Ottawa; Professor R. H. Baker, of the University of Saskatchewan; and J. L. S. Hutchinson. H. O. Roberts addressed the convention Tuesday evening on the subject of "Co-operation for Credits and Cash," and Wednesday evening on "Community Interests."

During the convention meetings of the various trade sections were held as follows: Tuesday, 3 o'clock, meeting with wholesalers; Wednesday morning, nine o'clock, grocers' trade section; Thursday morning, 9 a.m., hardware trade section.

The annual meeting of the Retail Mer-

chants' Mutual Fire Insurance Company was held Wednesday morning at 10.30 o'clock. Election of officers for the ensuing year took place Thursday afternoon, and the same evening the convention was brought to a close with a complimentary banquet to the visiting delegates.

Provincial Officers

The provincial officers of 1915-16 were: President, G. A. Maybee, Moose Jaw; first vice-president, W. W. Cooper, Swift Current; second vice-president, H. D. Macpherson, Regina; treasurer, J. L. S. Hutchinson, Saskatoon; secretary, F. E. Raymond, Saskatoon; organizers, J. M. Brayley, G. W. Anderson.

The programme of the convention was as follows:

Tuesday Sessions

9 o'clock.—Registering of members.

10 o'clock.—Resolution committee met in the Board of Trade rooms.

2 o'clock.—Address of welcome by His Worship Mayor Cowan, Mr. W. G. Styles, president, Board of Trade; J. J. Polson, president Regina Branch, Retail Merchants' Association.

3 o'clock.—Meeting with wholesalers.

4 o'clock.—President's address. Reports. Appointment of committees.

8 o'clock.—Address by Mr. H. O. Roberts, Minneapolis, Subject: "Co-operation for Credits and Cash." Discussion.

Wednesday Sessions

9 o'clock.—Meeting of grocers' trade section. Address by Mr. W. H. Ault, of the Department of Agriculture, Ottawa, and Prof. R. H. Baker, of the University of Saskatchewan.

10.30 o'clock.—Annual meeting of R. F. Ins. Co. President's address. Reports. Election of directors. Reception and consideration of resolutions.

2 o'clock.—Mail order competition. "How to successfully combat mail order competition. Address by Mr. J. L. S. Hutchinson. General discussion.

8 o'clock.—Address by Mr. H. O. Roberts, of Minneapolis. Subject: "Community Interests."

Discussion of address.

Thursday Sessions

9 o'clock.—Meeting of hardware trade section. Address by Mr. H. O. Roberts, of Minneapolis. Reception and consideration of resolution.

2 o'clock.—Reception and consideration of resolutions.

4 o'clock.—Election of officers.

8 p.m.—Complimentary banquet to visiting delegates. Dinner followed by an informal, special evening. Representative after-dinner speakers were present.

At Home

The ladies of Regina were "at home" to the visiting ladies in the lounge room of the Canada Club, Westman Chambers, Rose street, Wednesday afternoon at 4.30.

Aims and Objects

To protect the commercial interests of all classes of retail merchants.

Initiating legislation favorable to the retail trade and opposing legislation detrimental to its interests.

To enlist the co-operation of manufacturers, producers, wholesalers and retailers in securing better trade conditions.

Simplifying the collection of accounts and the elimination of bad debts, and to otherwise reduce the cost of doing business.

Things Accomplished

A few of the things already accomplished by the retailers of the province in legislation are:

Secured a Small Debts Act, through which a merchant can collect accounts at minimum cost.

A Food and Supply Bill, making accounts for necessities of life preferred claims.

Second amendments to the different Municipal Acts affecting hawkers and peddlers and transient traders.

Successfully opposed several items of legislation detrimental to retailers' interests would otherwise have become law.

A full report of the convention will appear in this paper next week. Our own representative is in Regina covering the convention.



BICYCLE RUN HELD IN MONTREAL

Fred St. Onge, the famous trick bicycle rider of the Bregent Sporting Goods Co., with R. Cagney, headed the bicycle run that was held on May 7th in Montreal, under the patronage of Alderman Louis Rubenstein, secretary of the Canadian Wheelman's Association.

Two hundred and seventy-five cyclists participated in the twenty-mile run, and all entrants finished without mishap. It was organized as an aid to the present revival of bicycling that is under way, and, owing to the influence of the interested dealers, was one of the most successful ever held in the city.

Daylight Saving to Help Hardwaremen

St. John, N.B., Adopts System of Starting Earlier and Leaving Off All Business an Hour Earlier—Hardwaremen Expect Stimulus to be Given to Sporting Goods of All Kinds as a Result

ST. John, N.B.—After a record winter season the port of St. John is looking forward to a summer season in which records will be surpassed as far as previous records were beaten by the winter business. The extra cash distributed by the steamers, has an important effect on local conditions which will have a stimulating effect on all lines of business, and in which the hardware trade will share. Conditions generally are most satisfactory.

The daylight saving plan was adopted in St. John on May 1 and experience so far has proved the change to be a success which has been welcomed by all classes in the community. Business men and their clerks appreciate the extra hour of daylight in the evening and the earlier rising is scarcely noticed. One effect which the change is expected to bring is a stimulus to sale of sporting goods of all kinds, with this much extra business for the hardware men who handle such lines.

Expects Big Accessory Trade

The general prosperity of the province is shown in unprecedented sales of automobiles and hardware men are preparing to reap the benefit by stocking up more heavily with automobile accessories. The advertisements in the daily papers show a lessening of interest in the sale of paints for the spring clean-up and increased emphasis on motor-car accessories.

With the summer season coming on emphasis is being laid also on supplies for the suburbanite and gardening tools and such articles are well to the front.

Freight Congestion Over

The congestion of freight on the railway lines which proved a serious barrier to business during the winter months is now almost over. A good start on relieving the situation had been made by the railways already and the cessation of the heavy shipments to maritime ports for the winter port business has cleared the way for local traffic, with a consequent advantage to the merchants who have been waiting impatiently for orders.

When the steamer Matatua burned and sank at her dock in St. John lively interest was excited by the fact that her cargo included 436 motor cars destined for New Zealand and Australia. It was expected that these cars, many of which were salvaged in almost perfect condition, would be sold at auction here by the insurance underwriters.

Many persons were looking forward to securing a cheap car and repair men and dealers in parts and accessories were looking forward to a harvest. These anticipations have been dissipated by the announcement that the cars which are worth while saving will be repaired and again shipped to the original consignees in the Antipodes.

Cannot Bring Suit Against Soldier

A decision of much interest in trade circles was handed down by Mr. Justice Barry of the Supreme Court of New Brunswick this week. The case was that of the Indian Refining Company versus Frank H. Elliott, who did business in St. John as the Automobile Oil Refining Company. The defendant now is a captain with the 26th infantry battalion in France and the writ was served on him in England just prior to his departure for the front. In ordering that all further proceedings shall be stayed until after the declaration of peace, His Honor said that "it is not in the national interest that Canadian soldiers at the front should be harassed by suits at home."

At the May meeting of the St. John Hardware Men's Association it was decided that all retail hardware stores should close on Saturday afternoons during June, July, August and September.

OPENED TORONTO OFFICE

The Ontario Lantern and Lamp Company, whose factories are at Hamilton, have opened a Toronto office at 166 King Street, West, in order the better to look after their customers and prospective customers in the Toronto district. William F. Kelly will be the manager in charge of the new office. It is the purpose of the company to carry a complete line of all their lanterns and lamps in this branch. The interests of the Canadian Tungsten Lamp Company, which is associated with the Ontario Lantern and Lamp Company, will also be looked after by Mr. Kelly. A big demand for tungsten lights is reported owing to the demand caused by war conditions. The factory of the concern at Hamilton is working to capacity.

GIVES UP COMMISSION TO JOIN CHUMS IN RANKS

Petrolea, Ont.—True to a promise made recently to a couple of chums, Lieut. Frank Pollard, of the 149th Battalion, son of ex-Mayor Pollard, of E. & S. Pollard, hardware merchants,

Petrolea, Ont., has given up his rank to enlist in the ranks with them. When his chums were urged to enlist they pointed out that their pleasant relations with Pollard would be severed if they joined the ranks and he held a commission in the battalion. The result was that Lieut. Pollard promised to drop his rank if they decided to enlist in the ranks with him.

Pollard, who will be a private, is a well-known "hard-oil" rugby player, and the chums, who will now be on equality with him, are members of the local athletic club. Lieut. Pollard would have held a desirable commission in the battalion if he had not resigned. His action is the subject of much admiring comment in town.

NEW PAINT PLANT READY IN JULY

It is expected the new paint and varnish works which is to be established on Perth avenue, Toronto, will be ready to start manufacturing its products about July 15. The work on the new buildings is now about half completed. The company is building sixteen fire stacks, a gumming room and a thinning room, in addition to the buildings which were already on the property and which were formerly used by the Dominion Carriage Company. Between 100 and 125 men are now employed on the construction work. The name of the new company is the Flint Varnish & Color Works, and is a branch of the parent concern in Flint, Mich. It is the purpose of the company to manufacture only the quality of varnishes and varnish color paints used on automobiles, pianos and high-class furniture. When the works are put in operation it is expected slightly over 100 men will be employed. The company has been chartered with a capitalization of \$250,000. The general manager of the concern will be W. T. Glidden, who comes from Flint, Mich. The acting manager in charge of operations at the works at the present time is H. E. Simmons.

PACKING NAILS BY ELECTRICITY

Heretofore no attention has been paid to any order in the packing of nails in the container, says the Scientific American; they have been dropped loosely in the keg, the pieces locking and interlocking in a hopeless tangle. Now, however, with the aid of a special machine, nails can be nicely and accurately arranged in a box parallel to each other, so that their removal by hand is a simple matter. The greatest advantage of the new method is that the nails systematically laid in a box will occupy little more than half the space required when they are dropped in the keg. The boxes filled by the machine have a capacity of fifty pounds and are no larger than a five-pound confectionery box.

Hardware & Metal

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MAY 13, 1916 No. 20

EDITORIAL BRIEFS

A SUCCESSFUL business can no more be built up on poor goods than can a good character on bad deeds.

* * *

A CLERK needs to exercise his brains while waiting on customers quite as much as he does his hands and feet.

* * *

THE STORE window, like the merchant's face, should create a good impression when it is looked at for the first time.

* * *

OVER-STRAINED efforts to convince people you are telling the truth frequently confirm them in the belief that you are telling a lie.

UNSELFISH CIVIC CO-OPERATION

A FACT of peculiar importance in connection with the clean-up and paint-up campaigns of various cities is that of official insistence upon the individual use of so many articles of hardware stocks, other than paint, such as metal ash cans, gardening and lawn tools, screens, etc.

Dealers should not fail to link themselves up with the campaign in their own town, thus giving to their selling efforts a punch that they could never gain single-handed.

Coming from a dealer, this gratuitous advice might be considered as tinged with self-interest. Coming from the city, via the dealer, it is unselfish civic co-operation.

NOT TOO LATE FOR CLEAN-UP

MANY towns and cities have already undertaken the job of cleaning-up and painting-up. Great success has attended the efforts of such cities as Hamilton, Winnipeg and Moose Jaw. In Winnipeg alone it is estimated that fully 3,000 dwellings were painted during the ten days of the spring clean-up. Moose Jaw was not satisfied with one week and accordingly extended the clean-up time to two weeks. Montreal will, during the coming week, undertake an energetic campaign.

There are many towns and cities which have not shaken off their lethargy. Is yours one of them? If it is, cannot something be done to help the movement along? It is not too late. "Better late than never." Even though the movement is not under way until June or July, much good can be accomplished. It is better to be late than to wallow in past accumulations of unsightly debris. Hardwaremen can be a leavening influence to get this movement started. They will be benefited financially. The bigger and more general the movement can be made the larger will be their own returns.

DAYLIGHT SAVING TO HELP BUSINESS

ST. JOHN, N.B., has adopted the daylight saving scheme. Halifax, N.S., has already decided on such a system. In essence the scheme consists of moving the clocks ahead one hour during the summer months in order that people will get up that much earlier in the morning. By so doing they have an hour more of daylight in the evening.

Hardwaremen who handle sporting goods in these cities are looking forward to an increased trade as a result of the new scheme. With longer evenings in which to indulge in tennis, baseball, canoeing, sports of all kinds in fact, it is anticipated that a larger sale will result for articles used in these sports.

There is another line in which it should also help the hardwareman, namely, in the greater demand for garden tools. Men who formerly refrained from planting a garden because of the limited time at their disposal in the evenings to care for it, will welcome the opportunity now afforded to them. Such a movement should not alone assist trade in many lines: it should make the health of people better.

PLENTY OF FIBRE FOR BINDER TWINE

DOUBT as to whether there will be a shortage of sisal fibre for the manufacture of binder twine this year has been dispelled by recent developments. The Federal Trade Commission of the United States government recently extended an invitation to all twine manufacturers to file affidavits for the amount of sisal fibre they would require. This was done in order that the available supply of 125,000 bales held by the Commission for the Regulation of the Sale of Sisal Fibre might be allotted.

Fifteen manufacturers applied for 109,000 bales and four manufacturers who did not file affidavits applied for 14,000 bales. As there was sufficient fibre therefore to take care of the needs of all the manufacturers it was decided to give the manufacturers all the fibre they applied for. This makes a total supply of 1,313,063 bales of sisal fibre from Yucatan in Mexico which has been available for manufacture this year.

Through the filling of the requirements of manufacturers for the remainder of the year it would appear that there can hardly be any further excuse for advancing the prices of binder twine on the ground of shortage of raw material.

WHEN THE SURCEASE COMES

FAR-SIGHTED hardwaremen look forward to the time when present high prices will not prevail. They foresee an inevitable slump. They reason there is bound to be a surcease, as it were. One very successful merchant said he did not look for a rapid decline in prices after the war is concluded. He thought the decline would be gradual, but sure, perhaps going to a lower level than for some years past.

Against this time some merchants are now protecting themselves as best they can by long profits. They reason that they will have to be content with a smaller margin of profit in time to come. They are equalizing the profits by endeavoring to get a slightly wider margin at the present time. Money is plentiful in Canada just now. There is no unemployment. Every man or woman who wants to work, does not have to wait long before he or she can secure it. With the period of readjustment after the war there will be plenty of labor and money will be dearer.

Group Picture of Hardwaremen at the First Convention of the Ontario Retail Hardware and Stove Dealers' Association



This is the eleventh anniversary of the first convention of the Ontario Retail Hardware and Stove Dealers' Association, which was held in Toronto on Tuesday and Wednesday, May 15-16, 1906. The above is the photo of the convention taken at that time and which was reproduced in Hardware and Metal of May 19, 1906. Hardwaremen will recognize many familiar faces in the group.

Among those in attendance at the convention were: A. W. Humphries, Parkhill, first President of the Association; John Caslor, Toronto, who is still Treasurer; Col. J. B. MacLean, publisher of Hardware and Metal; J. R. Hambly, Barrie, a former president; D. A. Macnab, Orillia; D. E. McDonald, Florence; Fred A. Brewer, Parkhill; J. F. Norton, Ingersoll; C. F. Moorhouse, Toronto; J. Walton Peart, St. Marys; W. G. Scott, Mount Forest; H. Becker, New Hamburg; W. B. Clifton, Alliston; R. Redlam, Jarvis; F. W. Jeffery, Midland; W. Holborn, Sutton West; Fred W. Otton, Barrie; C. E. Noble, Dundalk; Albert Wideman, Markham; Charles E. Jones, Uxbridge; J. W. Peacock, Toronto; A. Welch, Toronto; G. E. Rudd, Guelph; John Coffey, Barrie; W. I. Wagg, Providence Bay; James Dandie, Streetsville; W. J. Geddes, Embro.

M. R. Marshall, Dunnville; W. F. Moser, Blyth; Charles W. Conn, Tillsonburg; E. P. Paulin, Goderich; D. McGregor, Caledonia; A. E. Nichols, Fergus; E. S. Hubbel, Thamesville; James Lohead, Forest; A. E. Bottum, Bobcaygen; D. Brocklebank, Arthur; J. S. Hall, Toronto; Robert Smith, Bolton; R. H. Thornhill, Mount Forest; William Conrad, Waterloo; James Wilson, Thorold; Thomas Fullerton, Monkton; V. D. McPherson, Woodville; John Bailes, Oshawa; O. M. Hodson, Bolton; Robert Smith, Bolton; Mr. French, Caledonia; Weston Wrigley, H. T. Hunter, J. G. Lorrimer and Joseph Heale, at that time all connected with the staff of Hardware and Metal. Many of these men will be recognized in the above picture.

Arrangements for Hardware Exhibition Proceeding

THE diagram of the floors of the Exhibition building at London has been prepared for the exhibition to be held by the Canadian Hardware Manufacturers Exhibitors at London, the third week of June. The Exhibition will open on the 17th and close on the 24th. The Exhibition Management will have the co-operation of the Civic Authorities at London and the citizens. It is the intention to introduce a feature of Canadian made goods

during the week of the Exhibition in London.

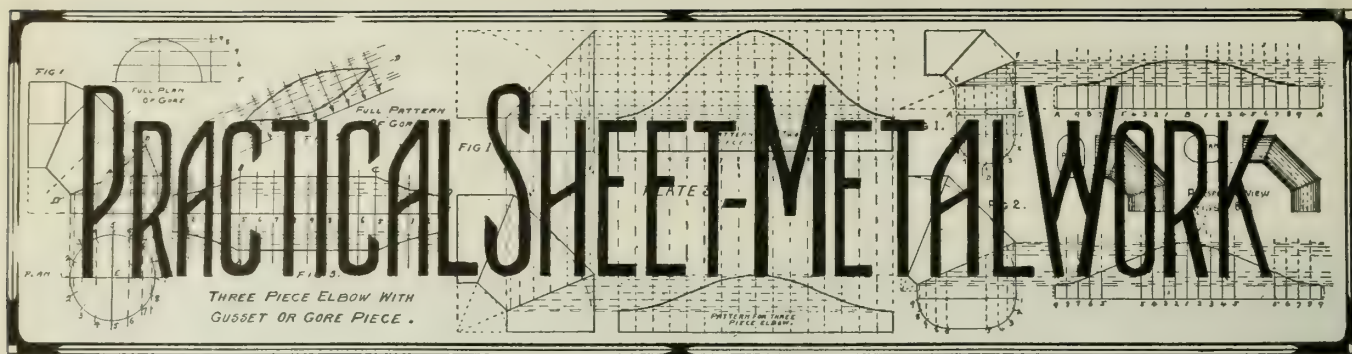
Arrangements will be made for reduced railway fares, and the attendance of the Ontario Retail Hardware & Stove Dealers' Association will be in a body, according to an arrangement which was made with the two associations in December last.

The building to be occupied is the main Exhibition building of the Western Fair Association, and is particular-

ly well adapted for the purpose of making a satisfactory display of Canadian made hardware and articles manufactured in Canada, and sold by the hardware trade.

Some interesting features are expected from the members of the Association, who have been working on munition contracts. The general public know very little about this work, although much has been said about it, and an op-

(Continued on page 35.)



BY THOMAS STANFIELD

IN this article is described how a number of furnace fittings and patterns for same are developed. Figs. 1, 2, 3 and 4 describe how the various patterns for a conical furnace top are to be developed.

First draw vertical line AB, and using this line as centre, draw the shape of furnace top, with the deflector as shown. From point A draw dotted lines in line with the desired slope of top. Now with A as centre draw two circles as shown in Fig. 3, from points C and D.

Next develop the plan of top using line A B as centre, this is done by drawing two circles the diameter of C, C', and D, D'.

Next divide the smaller circles into equal parts as shown 1, 2, 3, 4, 5, this being one-quarter of the circle only, by way of illustration. Transfer these measurements to smaller circle as shown in Fig. 3. This will complete one-quarter pattern of the flared or conical top.

The next pattern in order to develop is the deflector which is shown by dotted lines in the elevation at C. E. C'. With E as centre open up compass to C. and with this measurement draw a circle as shown in Fig. 4.

Now transfer the measurements described on small circle in plan 4 times, viz. 1 to 16 to the circle Fig. 4, and allow sufficient extra sheet metal to make locks or seams.

Some furnace men leave about one inch and double rivet this top, this method is quite in order providing a piece of sheet asbestos is put between the faces of the metal.

Fig. A shows a perspective view of the deflector with a locked seam, b shows method of locks for top usually adopted, g shows how a pipe is usually fitted to the conical-shaped top, h describes two styles of collars, h' shows a strip of sheet metal which is nicked before riveting same into the collar. In Fig. 5 is shown a perspective view of a rectangular stack

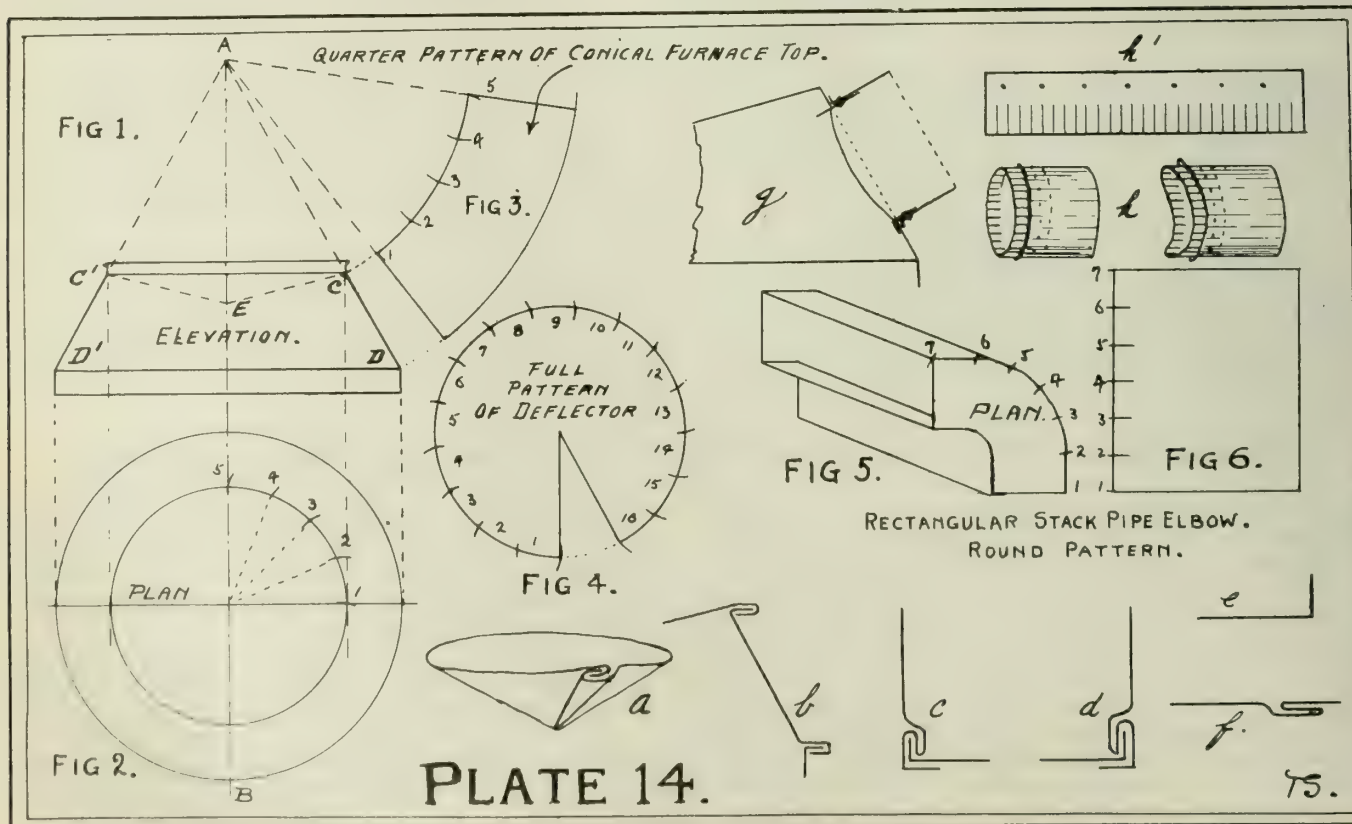
pipe elbow, the end of which is used as in plan. The dividing of this, determines the amount of material required for back of elbow, the same operation is required to get length of metal for inner portion of the elbow. Fig. 6 shows the pattern for elbow Fig. 5. The plan of course is self explanatory as it is merely necessary to cut two pieces of metal the shape of plan.

Allowance of course must be made for locks and seams.

Figs. c, d, e, f, describe the form of seam usually adopted, and the amount of allowance depends entirely upon the width of seam to be made.

(Continued in next issue).

G. S. Code manager of the Iroquois Falls, Merchandizing Co., Iroquois Falls, Ont., was in Toronto last week visiting the trade.



WHAT OTHER PAPERS SAY

THE FINESSE OF GOOD LIVING

From the Hardware Bulletin

This is an era of specialization, but even specialization has its limitations, and if carried to excess it retards rather than forwards progress. It tends to narrow, to cramp, to stifle the intellect; it smothers inspiration and produces scientific dogmatism.

Understand, we are speaking of over-specialization, of the individual who applies himself to one thing to the utter exclusion of everything else. Such a person soon loses his good nature and ultimately has no interests in common with the majority of his fellow men.

In spite of all theories to the contrary, the retailer who dispenses with the magnetism of the personal element is almost hopeless. The popular mixer, the favorite of the people will draw the bulk of the trade every time. A man desires to keep the good-will of the people he must do as they do, think as they think, expose himself to their trials and rejoice as they rejoice.

The wise dealer, therefore, will not chain himself to his business. It has been said that an educated man knows everything about something and something about everything; similarly, the successful merchant knows all about his own interests and something about the interest of everyone else.

The more activities in which a man engages, the wider becomes his circle of intimate acquaintances. Every lodge, every society, every church, every social or athletic organization has its zealous adherents, who give their fellow members special preference. Whenever a merchant allies himself with such a group of people, he adds a number of aggressive friends whom he ordinarily could not reach.

Adam Clark strongly advised business men to eschew the old proverb about having too many irons in the fire. "Have all in," he exhorted, "shovel, tongs and poker, and you will be successful." It is best to cultivate all things in moderation, but one thing to perfection.

Every man should have a hobby, and it should be changed often. It is refreshing, diverting, inspiring. It prevents a person from going stale. The monotonous vibration of a little dog running over Brooklyn bridge, scientists tell us, would cause that wonderful structure to fall; likewise, the ceaseless grinding at one thing is bound to eventually wreck the mentality of a brilliant man.

Politics, hunting and fishing, community building, the study and harboring of song birds, motoring, home decorating, art and literature—all these make excellent hobbies for business men.

Versatility is admired in any man; it may not bring him many dollars, but it will increase his importance in the eyes of his community and add to his individual happiness.

The finesse of good living depends on a man's getting interested in as many and as varied things as possible. Try it cultivate it; you will be surprised to find how much there really is in this life.

THE EMPLOYERS' DUTY

From Valve World

There are two ways of promoting general efficiency—that is, of developing intelligent "team work." One is through a centralizing of authority and direction in which the units act as parts of a carefully devised machine. The other is through friendly co-operation and interest in which the units maintain their

independence and initiative. We believe the latter to be the only way by which collective efficiency can be developed and maintained in this country. To make the efficiency of individuals effective in the mass we must turn to co-operation not only among employers but between employees and employers. The employer does not do his whole duty in encouraging efficiency when he pays his employees good wages for their effective labor. He must show his employees unmistakably that he is distinctly friendly toward them, that he is personally interested in their welfare, that at no point may a line be drawn between him and those who work for and with him. The wise employer will take his employees rather freely into his confidence. He will make them feel that they are an integral part of his business and an indispensable factor in his success. The employees will not be treated as "hired men" but as co-workers with the employer in friendly combination for the success and prestige of the business. Efficiency without this friendliness, this warm personal interest between employer and employees, always will be an uncertain quantity; while efficiency coupled with hearty and frank co-operation cannot fail to meet any of the demands that new trade conditions are practically certain to make upon the industry and commerce of the United States in the days that even now are close upon us.

LOOKING AHEAD IN GASOLINE

From the Annalist

Having become reconciled to the prospects of still higher prices than those current for gasoline, the automobile owner is trying to find some comfort in deductions as to post-bellum prices. "I have an idea," said the owner of a public garage yesterday, "that when the export demand begins to recede gasoline quotations will melt down rapidly, possibly reach ultimately lower levels than we have yet known. Because of the big profit in the oil business, many companies are rushing work to turn out both crude and refined, and new wells are being brought in in new fields. Will this result in a surplus of great dimensions when world's conditions right themselves? I am inclined to think it will."

THE MAIL ORDER OPPORTUNITY

From the Watrous, Sask., Signal.

Any "home merchant" who isn't awake, and fails to tell the people about his wares, should read this startling statement made by the manager of a big Toronto mail order house recently! "We have a bureau whose duty is to read each week the country newspapers. There is not a paper of any consequence in our trade territory we do not get. The bureau looks over these papers and when we find a town where the merchants do not advertise, or where advertisers do not change their advertisements regularly, we immediately flood that section with our literature. It always brings results far in excess of the same effort put forth in territory where the local merchants use their local paper."

TRADE FOLLOWS A GOOD ROAD

From the Highway Magazine

We know that trade follows the flag, but the merchants of Fremont, Ohio, now say that trade follows the course of good roads. They have had an unusually large business this year; a large number of the buyers coming

to the town in the late afternoon and evening. The Fremont stores attribute this influx of trade to the fact that the roads have been good. A leading business man said:

"Many of the new customers have come to the city in automobiles."

"I can see no better course for the Chamber of Commerce to follow than to boost for good roads leading into the city from the country."

"All the important thoroughfares leading into the city should be improved and the city should see to it that the city roads leading to the important highways are paved. The trade follows the course of good roads."

MAKING A LONGER SUMMER DAY

From the Maritime Merchant.

Halifax, St. John, Sussex and Moncton have decided in favor of the Daylight Saving Scheme, and Dartmouth seems likely, as we write, to fall in line. There are, of course, people who take exception to the scheme and call it "meddling with the clock." We think, however, that there is very general approval of the idea and a summer's trial will at any rate prove whether this is any real objection, and if it works out badly, we need not repeat it again next year. There is no argument like experience; and if we should find that the results during the coming summer are not satisfactory, then no amount of theoretical argument can be expected to convince the people that the scheme should be continued. We are sure, however, that the experience will be good, for it has always worked out that way elsewhere and we see no reason why, in our latitude, it should not work out equally as well in the Maritime Provinces.

ARRANGEMENTS FOR HARDWARE EXHIBITION PROCEEDING

(Continued from page 33.)

portunity will be given to show some of the work so creditably performed by the Canadian manufacturers.

Among the first exhibitors to apply for space and whose applications have already been received by the secretary are:

Nineteen Hundred Washer Mfg. Co., Toronto.

Henry Disston & Sons, Toronto.

McClary Mfg. Co., London.

Jas. Stewart Mfg. Co., Woodstock.

Ontario Retail Hardware & Stove Dealers Association.

Wells Bros. of Canada, Galt.

S. F. Bowser & Co., Toronto.

Richards, Wilcox Canadian Co., London.

Auto Strop Safety Razor Co., Toronto.

Hardware & Metal, Toronto.

One Minute Mfg. Co., Toronto.

Canadian Hardware Journal, Toronto.

Boeckh Bros., Toronto.

EVENTS IN THE TRADE

Brockville Stove Dealer Dead

Thomas Morrison, aged 68 years, who for the past 34 years has conducted a tinsmithing and stove business in Brockville, Ont., died at his residence in that city on May 5. Mr. Morrison had been ill for the past three months. Besides a wife he leaves one daughter and two sons. He also leaves three brothers—Alexander of Frankville, Joseph of Drayton, N. D.; and Robert of Brucefield, Ont. Mr. Morrison was a member of Masonic lodge and of the Ancient Order of United Workmen.

Member of Gurney Family Killed

Gurney Ryckman, twenty years old, a son of E. B. Ryckman, barrister, Toronto, was recently killed in action while doing service with the flying corps. Young Ryckman was a great grandson of Edward Gurney, who with his brother Charles, laid the foundation of the big foundry business of that name in Hamilton and Toronto. These two brothers came to Hamilton from Troy, New York, in the neighborhood of 90 years ago and opened up their trade of stove moulding. The daughter of Edward Gurney the second married E. B. Ryckman of Toronto and their son was given the name of Gurney Ryckman. Young Gurney Ryckman was one of the fine examples of the youth of Toronto—gentle, courteous, devoted to his country and to her traditions.

To Plan Electric Range Campaign

A meeting is to be held in Chicago on May 22 to consider in detail plans for a campaign to direct attention of members of the electric industry and the public to the advantages of electric cooking. The campaign is to take the form of an international electric range campaign. A committee of representatives from all electric interests is to be formed. The idea is being fostered by the Society for Electric development.

Data recently collected by the society show that in more than 2,700 communities in the United States and Canada the energy rate for electric cooking is 5 cents per kilowatt hour or less, and in more than half of these less than 4 cents a kilowatt hour. According to these figures, practically all the 8,500 electric ranges now in use are thus operated at a cost to the owner of no more than 5 cents a kilowatt hour.

Hardware Clerk Wounded

Fort William, Ont.—David Kincaid, of Fort William, eldest son of Mr. and Mrs. David Kincaid, 325 Marks street, who left here with a draft of a local battalion some time ago, has had his left lower limb amputated in an English hospital. Kincaid was wounded in the left thigh by shrapnel some time ago, the wound eventually causing poisoning, and the young man suffered four operations before it was decided to amputate in an effort to save his life. Previous to his



E. F. CARTER,

son of W. J. Carter, Picton, Ont., president of the Ontario Retail Hardware and Stove Dealers' Association, who has resigned his position as travelling salesman for the Sherwin-Williams Company in the West, and is now in command of a detachment of the 229th Battalion at Indian Head.

enlistment, Kincaid was a clerk in the hardware store of W. S. Piper, Victoria avenue. Mrs. Kincaid received a letter from the Red Cross Society at London, to this effect this morning. He is convalescing nicely, however.

Makes Flights in Aeroplane

Richard Hadden, hardware merchant of Picton, Ont., has just returned from a two months' visit to California. Mr.

Hadden speaks in high terms of praise of the country and the people. He visited the San Diego Exposition and made flights in an aeroplane to a height of a mile or a mile and a half.

New Additions to Plant

Two additions 20 ft. x 100 ft. and 40 ft. x 80 ft. are being made to the plant of Dominion Sheet Metal Company, at Hamilton, Ont.

It is an interesting fact that while the sheet galvanizing plants of the United States have operated only on a 30 per cent. basis thus far in 1916, this new plant in Canada has done considerably better.

Immense difficulties have been encountered in freight embargoes, both inbound and outbound, shortage in natural oil as fuel supply, extreme scarcity and high cost of labor, excessive prices of raw materials, all sufficient to discourage even an old-established concern.

The Dominion Sheet Metal Company is sparing no expense to give Canadian buyers of galvanized sheets a steady supply at this time, when import shipments are negligible.

Difficulty in Filling Orders

Some of the Canadian manufacturers of articles which form a considerable part of the wares in a hardware store are experiencing difficulty in getting their deliveries out in time. Charles A. Moore, manager and secretary of the Stratford Manufacturing Company at Stratford, Ont., states that they are unable to make their usual prompt deliveries on account of the shortage of labor. Many of their employees have enlisted and it is found difficult to get others to take their places.

To Hold Beginner's Shoot

Another beginner's day shoot will be held throughout Canada this year and hardware dealers are looking forward to a good trade in shells as a result. The prizes will be donated by the Du Pont Powder Company of Wilmington, Delaware.

All those who have shot at less than 500 targets prior to May 1 will be permitted to participate. The contest will be over a 25-target course and the prize which will be donated to each club will be a silver watch fob. The club will award it to the winner. Most of the clubs will hold their shoots during the

month of June. To the club having five ladies participate there will be donated a sterling silver spoon. In last year's event 6,784 men and 522 women participated.

Convention of Advertising Men and Business Men

At Philadelphia, June 25-30, the Associated Advertising Clubs of the World will have the biggest and greatest convention of advertising and business men ever held in the world. There will be not less than 10,000 men there from all parts of the country, and a few, in spite of the war, from foreign countries. Business men need not be members of advertising clubs to attend the convention.

Hardwareman Wounded

Geo. Gilbert, of the Brandram-Henderson Co., Montreal, is on the recent casualty lists as having been wounded at the front.

Personal

A. E. Lewis, manager of the Prairie City Oil Co., Winnipeg, has returned from a business trip to Moose Jaw, Saskatoon and Medicine Hat.

F. B. Lincoln of the office staff of A. Ramsay & Son, Co., Toronto branch has joined the 7th Divisional Cyclists.

HARDWARE LETTER BOX

Jobbers of Japanese Ware

W. H. Wilson Company, Peace River Crossing—Can you give me the name of a Canadian jobber or house that sells a general line of merchandise to compete with catalogue concerns? We would like to know of any Canadian house you could suggest. Also we would like to know a good house that jobs Japanese ware, especially dishes.

The Andrews Wire Works of Watford, Ont., handles a general line of merchandise. Jobbers of Japanese ware are: The Direct Supply Association, 509 Belmont House, Victoria, B.C., the Japanese Goods Wholesale Co., 402 Abbott Street, Vancouver, B.C., G. R. Gregg & Co., 48 York Street, Toronto, and the Canadian Nippon Supply Co., 338 Powell Street, Vancouver, B.C.—Editor.

Makers of Langford Horse Collars

J. B. Crawford, Dutton, Ont.—Kindly inform us through your paper, Hardware and Metal, who are the makers of the Langford horse collars.

Couch Bros., Waterloo, Iowa.—Ed.



New Manager of Heating Department

A new manager of the wholesale plumbing and heating department of the

J. H. Ashdown Hardware Co., Winnipeg, has been appointed in the person of James Glenister, who went to Winnipeg from Metals, Edmonton, where he was manager.

Mr. Glenister learned his trade in Toronto with Bennett & Wright, and after his apprenticeship, went to Galt to the firm of Scott & Bennett. During the year and a half in which he remained in Galt, he was appointed a member of the firm by which he was employed. On leaving, he sold out his interest. Mr. Glenister succeeded Walter Fulton, as Western Ontario representative of the Dominion Radiator Co.

He is well-known in Ontario, where for five years he covered Western Ontario for the Dominion Radiator Company, Toronto. He left the latter company to go West, first accepting the



JAMES GLENISTER

Recently appointed manager of the wholesale plumbing and heating department of the J. H. Ashdown Hardware Co., Winnipeg

position of manager of the Lethbridge branch of Metals which he held for four years. At the end of that period, Metals having built a new warehouse and office at Edmonton, Mr. Glenister was transferred to that point.

He has not reached his present position without hard work. As a young man he studied hard at nights, and always aimed at reaching something higher in his trade. While in Western Canada he has worked up a good connection, and since his appointment to this important position with the J. H. Ashdown Hardware Company, has received a number of letters of congratulation. Mr. Glenister is well-known as a sportsman, being president of the Alberta Trap Shooting Association. He is also a curler, but shooting is his principal hobby.

Twenty Years Ago In the Hardware Trade

J. H. Morin, representing R. C. Jamieson & Co., of Montreal, was in Toronto on Thursday. Mr. Morin reports business much better than it was a year ago, and looks for better times in the country after the elections, whether Grit or Tory be returned to power.

J. H. Morin left the R. C. Jamieson Co., to go to the Toronto office of E. D. Dodd and when the latter firm passed out of existence Mr. Morin opened up for himself under the name of J. H. Morin & Co., which business is still carried on by his son since the father's death seven or eight years ago.—Ed.

Evans & Co., St. Thomas, have purchased the hardware business of Ridsen & Livisey. The stock will be run off and the store discontinued. The retiring firm will engage in the fence business.

At Port Darlington, on the 22nd ult., Mr. Frank A. Hoar, of the firm of Dustan & Hoar, hardware merchants, Bowmanville, was married to Miss Winnifred Osborne. The ceremony was performed by the Rev. C. Parker in the presence of about 60 invited guests. The handsome drawing-room was beautifully decorated with flowers, and the bride was dressed in a costume of cream silk. The bridesmaid was Miss Fannie Martyn, while Mr. E. A. Langmuir, of Toronto, supported the groom.

Mr. Hoar later removed to Barrie where he conducted a hardware business for some time, after which he took up his abode in the West. Mr. Dustan is still in the hardware business in Bowmanville.—Editor.

Robert Bremner, a stout and jovial member of the Canada Paint Company's traveling staff, is known among his familiars as "Triple-Strength Bremner," not so much, perhaps, on account of his muscularity, but from a happy knack he has of selling large quantities of "Triple-Strength Colors" recently advertised in this journal by the Canada Paint Company.

Robert Bremner continues to travel for the Canada Paint Co., but under a different name—that of Ascot Red to which paint he has transferred his affections and his selling favors. He has Western Ontario for his territory, has his head quarters and lives in London and travels between Niagara Falls and Windsor, Detroit and Buffalo.

Ascot Red Bremner, is one of a little group of time salesmen all of whom are still with the Canada Paint Co., and which includes W. H. Newton, H. C. Clucas, Napoleon Dansrean and G. Nimmo.—Ed.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW POLISHING SUBSTANCE

The Mirrolike Manufacturing Company, 771 Lexington avenue, New York, are manufacturing a polish known as Mirrolike, which they claim will instantly remove all surface stains, smoky haze, dust, dirt, grease or scratches and produce a lasting brilliant lustre. It is asserted that its sanitary qualities have been acknowledged by many institutions such as hospitals, churches, clubs. It is claimed for this polish that it not only



picks up dust and dirt and exterminates germs, but cleans and polishes to a mirrorlike finish. As a life-preserver for woods, metals, marble, glass, leather the manufacturers assert it has such a quality. The polish is applied with a piece of cheesecloth. It is also used to remove the grit from the body of automobiles.

DANDELION KILLER

The E. C. Brown Company, Rochester, N.Y., are the manufacturers of a dandelion killer which it is claimed does away with the old-fashioned laborious and back-breaking method of digging up dandelions and weeds of all kinds. The instrument is known as the "Erado," and it is claimed for it that it kills the roots of noxious weeds. It is made entirely of metal and the handle is constructed to eliminate blistering of the

hand with constant use. The instrument has two knives which enables the operator to cut off the tops of weeds and are fastened in the metal so that they cannot be broken off. There is a valve in the



Dandelion and weed killer, used for clipping off tops of weeds and inserting solution around roots.

bottom of the instrument packed with a specially prepared substance that is affected neither by gasoline or iron sulphate. The valve spring is of heavy bronze.

Solutions used for the killing of weeds and which are infused around the roots of the weed by this instrument are gasoline and salt solution. One pound of salt to a quart of water is used for dandelions. It is a simple matter to fill the instrument by removing the handle by a half turn. The solution is placed in the tube and the handle is replaced. It is made in four styles, solid brass for using iron sulphate, steel cylinder with brass cover, galvanized steel and painted steel tubing.

NEW WATERPROOF DUBBIN

A new line which is now being offered to the trade by the Domestic Specialty Company, Hamilton, Ont., is Arctic Dubbin, which is claimed by the manufacturers to possess many unique advantages over the Dubbin which has been manufactured in the past.



A new dubbin which is being manufactured for the purpose of waterproofing boots. A certain proportion of rubber is mixed with grease.

The main features of Arctic Dubbin is that while special chemical processed, the manufacturers are enabled to mix a sufficient proportion of rubber with the grease to ensure the waterproofing of any leather on which it is applied. It has, heretofore, been considered impossible to mix rubber with grease, but the result of the new process is shown in the

fact that leather after being waterproofed with Arctic Dubbin, may be polished in the usual way, whereas this is impossible with an ordinary grease Dubbin.

The manufacturers state that they have secured a large order from the militia department for Arctic Dubbin with which to water-proof the shoes of the Canadian troops.

This Dubbin may be used on leathers of all colors, and is simply applied with the fingers, and rubbed well into the leather.

NEW CANADIAN PUMP

The Richmond Pump Company, corner Logan and Lulu, Winnipeg, have just received their patent covering a new pump which is being offered to the trade. Three of the many features claimed for this pump are, its simplicity, adaptability



Drawing of New Richmond Pump, in which the Packing Tube is Below the Freezing Level.

and durability. The one standard with the one style of cylinder covers the whole well pump field. The valves and plunger are removable without removing the cylinder from the well. The stuffing or packing tube is below the freezing level. The standard is made of wrought pipe and malleable castings throughout. The cylinder is of standard piping, lined, two leather plunger with double combination flat and ball valves. The company has issued an instructive circular, which shows the methods of installing this new pump in different kinds of wells.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

Trade throughout the country continues active and the outlook is favorable as regards the anticipated volume of business. Stocks of a number of hardware lines are getting low and it is becoming more difficult to get further supplies in sufficient quantities owing to the shortage of raw materials and labor. The situation in this regard is becoming more acute and is a serious handicap to manufacturers who are unable to keep up with their orders. They are also unable to guarantee deliveries in many cases. Under these conditions it follows that prices must continue to advance and there is at present no indication of a halt in the upward movement. The looked for advance in plain wire has materialized and a number of wire products are affected, such as bale ties, annealed hay wire, cut hay wire, stove pipe wire, O & A wire, galvanized and barbed wire, bright and galvanized fence staples. Other lines which have advanced include corrugated hinges, iron plate washers, mop wringers, guns, rifles, revolvers, mechanics' tools, coat hooks, paper products, sinks, range boilers, lawn hose. Reports from Winnipeg state that business is brisk and prices are still advancing. The season, however, is late for seeding, but otherwise the outlook is favorable. The more important price changes there include window glass, Disston's saws, sand paper, carriage bolts, iron and coppered rivets, galvanized and black sheets, wire and wire products. Business in Montreal has been badly tied up recently on account of the teamster's strike, but the latest reports indicate that the situation is improving. The men are returning to work and the embargo on incoming freight is being lifted. A sharp decline in linseed oil and turpentine is the feature of the paint market. With these exceptions, the market is firm and prices unchanged. In the metal markets, copper is strong, but tin, lead and spelter are weaker.

MONTREAL

MONTREAL, May 11.—Increasing difficulty in securing supplies of goods, as the result of delayed deliveries and exhaustion of stocks at certain sources together with a continuation of the strike of the teamsters of local transportation companies serving the big railways and serious interference with shipments of spring orders, tend to detract attention for the time being from the continued advance of prices, still particularly emphasising itself in relation to the manufactures of iron and steel. The difficulty in getting supplies extends to practically every department in the trade. The evidence is not lacking that, through rising prices and difficulties in getting deliveries, manufacturers—especially those who have been devoting themselves to war orders—are finding it hard to cope with the domestic demand, while there are of course many imported lines which are cut off altogether or which can only be secured after long delay. Added to this is the local trouble created by the teamsters' strike, which not only affects outgoing shipments forcing wholesalers

and manufacturers to make their own teaming arrangements, but there is an embargo being exercised against shipments coming into the city.

The situation as regards manufactured iron and steel becomes more acute. Prices appear to be much what jobbers care to charge for the small stocks remaining and which represent in some lines about the only supplies in sight for some time to come. Tin plate supplies are practically exhausted, stocks of sheets of light gauge are running very short with no chance of early replenishment and recently there has developed a shortage of certain raw materials required in the manufacture of pipe which promises to be followed by further advances in that quarter. The outlook is for higher prices on many lines until the reaction comes, and each advance seems to push that time further back into the indefinite future. In general lines advances apply largely to miscellaneous lines although an increase in the prices for certain wire products is a feature of the week.

The demand for general goods from outside points continues with a rush.

Conditions as regards trade are considered very satisfactory under the conditions. During the week there has been considerable improvement in the city, which is regarded as indicating that people are getting settled in new quarters after a very active moving period, while plans for the clean-up week are no doubt proving an influence. There is an active demand noted for hose, sprinklers and other lawn tools.

Advances this week include: hay, fence and smooth steel wire, stove and tire bolts, corrugated hinges, wrought iron staples, iron washers, mop wringers, stove pipe wire, building hardware, guns, rifles, revolvers, coat hooks, mechanics' tools, paper products, range boilers and some other items. In the metals there has been little change. Lead has declined another quarter cent, tin and spelter have changed from strong to weak and copper continues strong.

Tin is Weaker.—Quotations in the local tin market are unchanged but the tone is distinctly easier, following the strength referred to last week. The weakness comes with a decline in London, which is the chief influence in this market, and this weakness is also reflected in New York where there has been a decline of 1½¢ since last report. New York reports that there is dullness in the situation in both American and British markets and nothing of importance to report on this side of the water except a marked absence of demand and no interest whatever in the spot quotations. Banca tin at lower prices is being offered plentifully and this is having its effect. Future wants also appear to be pretty well covered. Montreal quotation: 52½-53¢—weak.

Copper Continues Strong.—Further strength is noted in the copper market this week and higher quotations would not be any matter of surprise. The upward tendency is noted in the recent developments in the American situation, New York reporting an additional ¼ cent above the ½ cent increase reported last week. Reports from London indicate by the advance of prices that there is a shortage of supplies of prompt metal. American authorities state that they cannot foresee the top of the movement; the output is not being enormously increased and as yet has not overbalanced the enlarged consumption. There are opinions that the rise in price will continue so long as the war demand lasts but a sharp reaction is expected when the conflict ceases. Montreal quotation: 32½-33¢—strong.

Weakness in Spelter.—The strength

noted for some weeks, has been followed by a weaker tone, under the influence of declines in American markets; there has as yet been no change in the local quotations. New York is more than half a cent from level of last report and is slightly lower than two weeks ago. The market there is dull with dealers expressing the opinion that the German reply in the submarine controversy tides over rather than settles the issue. A noticeable disinterestedness in the market on the part of manufacturers of brass is a feature of the New York situation while the purchases of galvanizers have not been sufficient to prove a factor in the situation. The trade is working along on a hand-to-mouth basis and is evidently awaiting developments. Montreal quotation: 22½-23c—easy.

Lead Marked Down Again.—Still a further decline in lead is recorded this week, a quarter point being marked off for the third successive week. The local market is evidently following New York, where the Trust quotation is now being undersold fractionally by outside interests. The holdings of the second-hands do not appear to be large but such is the lack of interest that there appears to be no effort being made to pick them up and get them out of the way. On the other hand producers profess satisfaction with the situation and take the ground that it will take very little buying to eat up surplus offerings and re-establish the basis price. Montreal quotation 10-10¼c—weak.

Antimony is Easier.—Following the reduction in price referred to in last report the market for antimony has continued easy. Local quotations are holding at about the same as last writing but there has been a further decline in the United States as shown by the New York market, where prices have been marked down 3½ cents in the past two weeks. The market there continues to drag with only small sales being made and keen competition for what orders are going. Montreal quotation: 45c—easy.

Solder and Other Metals.—The weakness of tin appears to be about the only new note in the solder situation and prices continue nominal although covering a wide range according to quality; quotations are from 33c to 36c. Sheet zinc is steady at 31c for casks and 31½c for part casks and there are no new developments. Aluminum shows no new tendencies and is quoted nominally at 68c as for some months past.

Iron and Steel Situation.—In the market for manufactured iron and steel the acuteness of the shortage of supplies is becoming more serious from week to week. Dealers state that in many instances the prices are much what they care to ask because there are no prospects for early replenishment of the small stocks they are holding. American mills claim that the price of steel, which in some instances has already passed 4 cents a pound—a price which would have been considered as practically impossible before the war—will be increased to 5 cents before the upward movement reaches the top, and

there would appear to be reason to believe that they are not exaggerating the situation. There are not a great many advances this week but further increases are to be expected in the immediate future. The higher quotations go the more violent is likely to be the inevitable reaction, but each advance would seem to indicate that such reaction is being pressed back further into the indefinite future. The situation in pipe is said to be particularly acute, with Canadian mills facing serious difficulties in securing supplies of required raw materials; under these circumstances materially higher prices are to be looked for. Certain wire products have advanced this week and it is expected that the increases will be general in the course of a few days.

Bar Iron and Steel.—The market for bar iron and steel and for the various other items of iron and steel, is very firm on the advances recorded last week. The outlook does not indicate that there will be further advances in the immediate future but the tendency is towards higher rather than to lower levels under the conditions now prevailing. A reaction is not to be looked for while the present war consumption of these metals continues.

Pipe Situation Acute.—Canadian manufacturers of pipe are reporting that there is serious difficulty in securing supplies of certain raw materials. The outlook is, therefore, that there will be an acute shortage of supplies with prospects of further advances in price. The situation is very firm on the increase reported last week.

Sheets and Plates.—There are no advances this week in the quotations for sheets and plates to the hardware trade, but there is a very strong tone to the market and the outlook is that there will be still higher prices in the immediate future before the reaction which is looked for when production surpasses demand.

Hardware Lines.—In general hardware lines this week there are a large number of readjustments to higher levels but these largely apply to miscellaneous items. Attention is rather being directed to the securing of supplies than to the prices being charged for them. It is evident that manufacturers are now beginning to feel a shortage of raw materials caused by war consumption, by difficulties in getting materials shipped and by a domestic consumption which is evidently larger than for which provision had been made. On the head of this the embargo against shipments to Montreal, on account of the strike of the teamsters of local transportation companies, has increased the difficulties of the local wholesalers, who report that there is more or less trouble in getting supplies in practically all lines.

Nails to Advance.—There are a number of lines of wire products which this week are raised to higher levels and the prediction is made that the advance will be made general in the course of a few days. One opinion heard is that wire nails will be raised another 5 cents be-

fore next week. Staples would no doubt be similarly affected. The present base quotation for wire nails is \$3.70.

Smooth Steel Wire.—The quotation for smooth steel wire has been advanced 15c which makes the basis for No. 0-9 gauge now \$3.90, a price which compares with \$2.30 at the outbreak of the war. Extras as follows: No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Hay Wire Higher.—Hay wire in coils has also been advanced 15c, being now quoted as follows: No. 13, \$3.80; No. 14, \$3.85 and No. 15, \$3.95. The price of No. 13 prior to the war was \$2.35.

Fence Wire.—An advance of 10c has been made in all fence wires with the exception of barb. New quotations follow: No. 9, coil spring \$4.55; No. 9, plain galv., \$4.50; No. 12, plain galv., \$4.65; No. 13, plain galv., \$4.75; O. & A., No. 10, \$4.06; O. & A., No. 11, \$4.12; O. & A., No. 12, \$4.30.

The advance on these items since the outbreak of the war is about \$2.35 on the galvanized and about \$1.60 on the oiled and annealed.

Lead Pipe.—The declines in the quotations for lead pipe have not as yet been sufficient to affect the prices for lead pipe, and the market is fairly steady at former prices, although there is a slightly easier tone. Prices: lead pipe \$14, and lead waste pipe \$15, net.

Ammunition Changes.—It is reported in the trade that there will shortly be an important adjustment of the quotations for U.M.C. 22 calibre ammunition. Since this firm has been making 22's in Canada the quotations have been on the same basis as those of Dominion. However, it is now announced that the manufacture of these shells will be discontinued in Canada and that the quotations will revert to an equal basis with Winchester as formerly existed. Wholesalers report that they have not as yet definitely decided upon the new discounts for either of these lines.

Stove and Tire Bolts.—Further advances in the prices for stove and tire bolts affect the discounts allowed on these two items. The allowance on stove bolts is reduced from 65 per cent. to 62½ per cent. and on tire bolts from 55 per cent. to 50 per cent.

Corrugated Hinges.—Recent advances have been made on the corrugated tee and strap hinges. Wholesalers state that these cover about 20 per cent. on the hinges in bulk and about 10 per cent. on those packed in cartons.

Wrought Iron Staples.—An advance on wrought iron staples has been made. This is reported to put quotations about 10 per cent. higher on all sizes.

Washers Higher.—Dealers report a further advance in the price of wrought iron washers. Some wholesalers now quote these 25 and 10 per cent. for full boxes and 25 per cent. for smaller lots, while others give a flat discount of 25 per cent. There also appears to be a difference of opinion as to the application of price extras on orders less than

in the spelter situation, which has been 50 and less than 25 pounds.

Stove Pipe Wire.—A further advance on stove pipe wire has gone into effect, prices being increased 15c. No. 18 is now quoted \$5.15 and No. 19, \$5.40.

Mop Wringers.—Prices on White mop wringers have been advanced 15c each, the new quotations being: White, No. 2, each \$1.30; White, No. 3, each, \$1.50; White, No. 1, each \$1.70.

Stanley Goods Increase.—The increase on the price of Stanley goods referred to last week applied to the products of Stanley Rule and Level Company. As stated, one wholesale house has just put into effect an advance of about 10 per cent. but this does not seem to have been general in the trade although the indications are that changes are impending.

Building Hardware.—Another advance on builders hardware has been made by the Peterboro Lock Co. This is the fourth increase by this company since the outbreak of the war and, like the others as been brought about by the higher cost of raw material. The advance is about 5 per cent. all round, with the exception of certain inside and door sets on which the increase is as high as 15 per cent.

Guns, Rifles, etc.—Further advances are being made on firearms following the increase in the cost of manufacture of such lines. On Winchester guns and rifles wholesalers announce advances of 5 per cent. to 10 per cent., with the average about half way between and on Iver Johnson revolvers about 10 per cent.

Copper Coat Hooks.—The price on common 3 inch copper coat hooks has been advanced 5c a dozen, from 60c to 65c. This is only one of the many small items are being affected by the rise in the cost of raw materials.

Mechanics' Tools.—Prices for mechanics' tools are being steadily advanced and for some lines there is a difficulty in getting delivery. Starrett's tools have recently been readjusted in price to cover an increase of about 10 per cent.

Paper Products.—The prices of paper products are steadily advancing. One firm reports having raised Kraft paper to 9c which compares with 4c at the outbreak of the war. Higher prices for sulphite sheeting may also be looked for following advances recorded in the last two reports.

Miscellaneous Items.—There are a number of items this week which some wholesalers have advanced but which do not appear to have been increased by all houses, or which they did not consider of sufficient importance to specially report. These include brass tubing advanced about \$1.50 per hundred feet, small metal pulleys up 15c a dozen and certain lantern globes increased 10c per dozen.

Range Boilers.—The cost of manufacturing range boilers has been steadily increasing. Recently there have been some advances in price which brings the 30 gallon Standard riveted boiler to a basis of \$8.25, which is 50c higher than the former figure.

TORONTO

TORONTO, May 12.—Conditions in the hardware trade as regards the volume of business moving continue to improve, and the outlook in this respect is favorable. Spring and summer lines for immediate shipment are in good demand, particularly in the country districts, while the city trade, although not so good, has shown some improvement recently. A fairly active demand for such lines as lawn mowers and rollers, rakes and spades, etc. The building trade is quiet and the demand for builders' hardware and building materials is comparatively light.

An indication of the market revival in trade locally is shown in the Customs returns for the port of Toronto for April. The revenue for this month was \$2,767,301, being a gain of \$1,264,000 over the corresponding month of last year. The receipts constitute a record. The opening of navigation has already done something towards relieving the congestion of freight, but the shortage of ships on the lakes and high rates will tend to restrict the movement of cargoes. The embargo which the railway companies placed on freight destined to Montreal on account of the teamsters' strike has already caused considerable inconvenience to merchants, and it will be some time before the congestion which has resulted is relieved. Shipments from the United States are also being delayed owing to the congestion in the railway yards.

Price Changes.—The market is steadier and the upward movement in prices is not so pronounced in its effect on staples, although a number of miscellaneous lines have advanced. The situation as it affects prices is unchanged, and the outlook in this regard points to still further advances in practically all lines. The shortage and steady increase in the cost of raw materials is becoming more serious, while in addition the scarcity of labor is causing manufacturers considerable anxiety. There is at present no relief to the situation in sight, and there is little hope for improvement in conditions for some time to come.

The most important advance this week is in plain wire, as it has affected a number of wire products, such as hay baling wire, bale ties, cut hay wire, stovepipe wire, bright and galvanized fence staples. Wrought iron washers and pipe fittings, range boilers, lawn hose and sinks have also advanced. It is announced that all calibres of Remington and U.M.C. make of metallic cartridges are now the same price as the "Winchester" present prices. This will mean an advance in their loaded shells probably equal to "Winchester" make. On this account further advance in "Dominion" shells is possible.

Steel Market.—While prices of steel products are not advancing quite so rapidly as they have been doing, the market is just as strong, and the mills are booking orders well into the first quarter of 1917. Deliveries are getting more backward, as the steel companies cannot take care of all the business offering. The Algoma Steel Corporation have booked an order for 15,000 tons of

rails from the Pere Marquette Railway. Prices are being well maintained, there having been few important changes made during the week. Smooth steel wire, No. 0-9 gauge, has advanced 15c, and is now quoted at \$3.90 per 100 lbs. base. Cold rolled shafting is very firm at last week's advance. The demand for shafting continues heavy, and prices have a higher tendency. Prices of boiler plates are unchanged, but the market is very firm. Some makers of boiler tubes state that they are practically sold out for the remainder of the year, while on seamless tubes they are sold up for the first quarter of 1917. Prices are very firm, and are likely to be higher in the near future.

The steel market in the United States continues very firm, and prices are still advancing. The mills claim that they are trying to hold prices in check, but without success, and that consumers are putting the market up by bidding high prices for material which the mills cannot furnish for six to eight months. Steel bars are unchanged at 3c, and iron bars are higher at 2.60c Pittsburgh. Plates and shapes are unchanged at 3.75c and 2.60c Pittsburgh. Forging billets have advanced again, and are now quoted at \$69 per ton Pittsburgh. The ferromanganese market is a little easier, but very high prices are still being paid for prompt delivery ferro.

Old Materials.—Conditions in the market are practically unchanged, and prices have been maintained at last week's level. The general tendency for prices continues upward, and the market is very firm at unchanged prices. The only exception of any importance is zinc, which has declined, and is now being quoted at 14c per lb. Although the pig lead market is weaker, prices of scrap leads are unchanged. All copper and brass prices are very firm, with demand fairly active. Heavy melting steel is unchanged, but firm on good demand.

Metal Markets.—With the exception of copper, there is a decidedly easier tone to the markets, and lower prices have been registered for tin, spelter and lead. Lead is particularly dull, the outside market being now lower than the Trust's price. The copper market, although quiet, is strong on account of the exceptionally heavy demand. Tin is firm in London, but weaker in New York, the difficulty in getting licenses still dominating the market. The spelter market is apparently being affected by the strained relations between the United States and Germany. Antimony and aluminum are quiet and unchanged. Solders have declined slightly, following the weakness in the tin and lead markets.

Copper Strong.—Although the market is quiet, copper prices are tending still higher as a result of a persistent and widespread demand which is fast cleaning up all available supplies other than for delivery in the last three months of the year. It is reported that the British and French Governments are in the market for another large amount of copper for delivery during the first quarter of 1917. The local market is strong and quotations nominal at 32c per pound.

Tin.—The market is weaker and lower

for spot tin, but firm for futures. The market in New York is being affected by the difficulty that is still experienced in obtaining licenses to ship tin from England. Local quotations have declined 2c, and are nominal at 54c per pound.

Spelter.—The primary market is dull and easy, being depressed by the strained relations between the United States and Germany. Dealers are doing nothing, and are apparently waiting developments. Spelter has declined 1c locally, and is now quoted at 22c per pound.

Lead Weaker.—The market is very dull and little business offering. The outside market is now lower than the Trust's price of 7.50c New York, the latter being unchanged. The demand is light and situation featureless. Lead has declined ½c, and is now quoted locally at 9½c per pound.

Antimony.—The situation in the antimony market has a tendency to depress prices, but meanwhile quotations are unchanged and nominal at 43c per pound.

Aluminum.—The market is dull and featureless, with quotations unchanged at 68c per pound.

Solders.—Prices are slightly lower, due to the decline in lead and tin. Present prices are given in the current market quotations.

Sheets Firm.—The galvanized sheet situation is unchanged, the market being firm, and prices well maintained. The spelter situation shows no improvement, and the galvanizing plants are still operating at considerably reduced capacity. The demand for black and blue annealed sheets continues heavy, and shipments are becoming more backward than ever. The market is firm and prices unchanged.

Wire Advances.—The expected advance in plain wire is now in effect, the new price being \$3.90 per 100 lbs. base for smooth steel wire, No. 0-9 gauge. This represents an advance of 15c, and follows closely on an advance of \$4 per ton in the United States. The above advance affects a number of wire products, details of which are given below.

Hay Wire Advance.—The higher level for plain wire has affected hay wire in coils, which has advanced 15c, and is now quoted as follows: No. 13, \$3.80; No. 14, \$3.85, and No. 15, \$3.95 per 100 pounds.

Bale Ties Also Higher.—Wire bale ties (single loop) have also advanced 15c per 100 lbs. The new prices are: For No. 12, \$4.20; No. 13, \$4.30; No. 13½, \$4.35; No. 14, \$4.45; No. 15, \$4.70; and No. 16, \$4.85 per 100 pounds.

Stove Pipe Wire is also affected by the advance in plain wire. The new prices are 15c higher, and are as follows: No. 18, \$5.15, and No. 19, \$5.40 per 100 pounds.

Hay Baling Wire Advances.—A new discount has been issued for annealed cut hay baling wire. The prices given below are net list and 7½ per cent. must be added for the re-sale prices: No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; Nos. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 16, \$4.50.

O and A Wire Also Advanced.—Prices of O and A wire have also been advanced 15c, and are now as follows: No. 10, \$3.90; No. 11, \$4.12, and No. 12, \$4.20 per 100 pounds.

Fence Staples, New Price.—Galvanized and bright fence staples have advanced 15c per 100 lbs., following a recent advance in the States of \$2 per ton. The following are the new prices: Galvanized staples in 100-lb. kegs, \$4.95 and in 25-lb. boxes, \$5.20 per 100 lbs.; bright staples in 100-lb. kegs, \$4.15, and in 25-lb. boxes, \$4.35 per 100 lbs.

Iron Washers Up.—The new prices for the various sizes of wrought iron washers are as follows, with the usual extras for quantities in less than 50 lbs.: ¼ in., \$13.50; 5-16 in., \$11.25; ¾ in., \$9.75; 7-16 in., \$7.90; ½ in., \$7.50; 9-16 in., \$6.90; ⅝ in., \$6.80; 11-16 in., \$6.75; 13-16 in. and up, \$6.60 per 100 lbs.

Range Boilers Advance.—Makers of range boilers have raised their prices approximately 8 per cent. The new quotations are: Standard welded, 30-gal., \$8.10; standard riveted, 30-gal., \$8.25, and extra heavy, 30-gal., \$11.50 each.

Sinks, New Price.—Flat rim enameled sinks, 16 in. x 24 in., are now \$3.65, and 18 in. x 30 in., \$4. The advance is approximately 8 per cent.

Tire and Stove Bolts Up.—An advance of about 10 per cent. has been made in stove and tire bolts, which are now quoted at the following discounts: Tire bolts, 50 per cent., and stove bolts, 62½ per cent.

Pipe Fittings Higher.—The following new discounts have been issued for malleable and cast iron pipe fittings: Malleable fittings, 25 per cent.; cast iron fittings, 50 and 10 per cent.; bushings, 60 per cent.; malleable bushings, 60 per cent.; plugs, 60 per cent.

Lawn Hose, New Prices.—Prices of lawn hose have advanced 10 per cent. The new quotations and discounts are as follows: Corrugated, ½ in. ft., 12c, and corrugated, ¾ in. ft., 16c, less 5 per cent. for full reels 500 ft. The new discount on cable is 65 and 10 per cent., and on leader, 60 per cent.

Ammunition.—Remington and U.M.C. metallic cartridges of all calibres are now the same price as "Winchester" make at the list now in effect. The reason for this change is on account of the Remington Co. having closed their factory at Windsor, Ont., and are not now making cartridges or loaded shells in Canada. This change will also mean an advance on their loaded shells probably equal to the "Winchester" prices. Under these conditions further advances in "Dominion" metallic cartridges are possible.

Wire Nails.—The market is holding very firm, and wire nails are unchanged at \$3.65 per keg base. Wire nails recently advanced \$2 per ton in the States, and a similar advance may be made in this market in the near future. Cut nails are firm and unchanged at \$3.40 per keg base.

Wrought Iron Pipe.—The market is very firm at the new prices published in these columns last week. Prices are also very firm in the States, and have a higher tendency.

Lead Pipe.—The demand for lead pipe continues light on account of the dullness in the building trade. Prices are unchanged, and are as follows: Lead pipe \$14 and waste pipe \$15 per 100 lbs.

The discount on traps and bends is 5 per cent.

Cordage Market.—The market is firm at the higher prices announced last week, and business is fairly active. Difficulties have arisen in the sisal market, due to the temporary stoppage of exports of sisal fibre from Mexico. Fair supplies of Manila fibre are coming forward, and prices are firm, with a higher tendency. High ocean freights continue to materially affect the market, and there is no indication of any improvement in the situation.

LONDON

LONDON, Ont., May 9—Business here continues very good, with favorable prospect for the summer trade. There is a brisk demand here for spring lines generally, and the high prices do not appear to be restricting business. Lawn tools, particularly mowers, are moving out in good volume. Prices continue to advance, the principal lines affected this week include lawn mowers, wire products, iron rivets and washers, tire and stove bolts, tie out chains. Collections are good.

Linseed Oil Lower.—The market is weaker and prices are now as follows:

	Raw	Boiled
	per gal.	per gal.
1 to 2 barrels	93c	96c
3 to 5 barrels	92c	95c
6 to 9 barrels	91c	94c

Turpentine Down.—The turpentine market is also weaker and prices have declined. Turpentine is now being quoted as follows: 1 bbl. lots, 72c; 2 to 4 bbl. lots, 71c and 5 gal. lots 79c per Imperial gallon.

Lawn Mowers have advanced, the new discount being 50 and 5 per cent., as against 50 and 12½ per cent. formerly.

Barb Wire Advances.—Barb wire has advanced 15c and is now quoted at \$4 per 100 lbs.

O & A Wire Also.—O & A wire has advanced 15c and is now quoted as follows: No. 10, \$4.06; No. 11, \$4.12; No. 12, \$4.20 per 100 lbs. No. 14 hay baling wire is higher and is now \$4.30 per 100 lbs.

Galvanized Wire.—Quotations are unchanged as follows: No. 9 plain, \$3.50; No. 12, \$3.65, and No. 13, \$3.75. No. 9 coil spring \$3.55 per 100 lbs.

Stove Pipe Wire Up.—An advance of 15c has been made in stove pipe wire which is now quoted as follows: No. 18, \$5.15 and No. 19 \$5.40 per 100 lbs.

Rivets and Washers.—The new discount on iron rivets 7-16 in. and smaller is 37½ per cent. The new discount on wrought iron washers is 25 per cent.

Tire and Stove Bolts Up.—The new discount on tire bolts is 50 per cent. and on stove bolts 62½ per cent.

Tie Out Chains.—A new discount of 70 and 10 per cent. has been issued for tie out chains.

Wire Nails.—The market continues very firm and wire nails are unchanged at \$3.65 per keg base. Cut nails are quoted at \$3.40 per keg base.

Fence Staples are quoted as follows: Galvanized in kegs, \$4.80, and in 25-lb.

boxes \$5.05 per 100 lbs. Bright in kegs, \$3.95, and in 25-lb. boxes \$4.20 per 100 lbs.

To Advance—Higher prices may be looked for in the near future on the following lines: Loaded shells, building paper and ready roofing.

White Lead—The market is firm and prices are unchanged. Pure white lead is quoted at \$13.95 in ton lots and \$14.25 in less than ton lots per 100 lbs.

Glass—The following discounts are in effect locally: Cases single and double-diamond 30 per cent. The new discount on cut lights is 50 and 5 per cent. off the new price list.

Miscellaneous—Poultry netting 30 per cent. Harvest tools 40-5-5 per cent. Spades and shovels, 1sts, 50 per cent.; 2nds, 45 per cent., and 4ths, 35 per cent. Painted screen wire, 100-ft. rolls, \$1.87½ and in 50-ft. rolls \$1.92½ per 100 sq. ft.

WINNIPEG

WINNIPEG, May 9. — Reports from the various jobbers indicate that business still continues brisk, and good-sized sorting orders continue to be shipped. Dealers are specifying for their requirements in wire fencing in very good quantities. Present prices are not likely to remain long in force, and when an advance goes into effect, it will be a large one.

Hardware and Metal was successful in getting notification of new prices on building paper, window glass and rope in last week's issue. A brief review is given herewith to indicate more clearly just how great the advances will be.

Building paper prices have been under consideration for some time, but the manufacturers have kept prices down as long as their old stocks held out. Wood pulp is used largely in the construction of various grades of paper, however, and this commodity has taken a decided upward trend. It is well to remember also that Canada is practically the only source of supply for wood pulp at present for the world, and such a condition would seem to indicate a possible shortage in the near future. Present prices do not look any too high when one ponders at the possibilities of the future. Building paper, tarred, 70c to \$1.10 roll; plain, 50c to 95c roll.

As predicted in these columns some time ago, window glass has taken a jump in price, and the shortage which exists shows no sign of betterment. Available supplies are insufficient for demands, and manufacturers are hard pressed to keep abreast of orders. Quotations today are as follows:—Window Glass, Single up to 25, \$6.75 case; 26 to 40, \$7.50; 41 to 50, \$10; 51 to 60, \$10.50; 61 to 70, \$11.25. Double to 25, \$10.25 case; 26 to 40, \$11.75; 41 to 50, \$13.25; 51 to 60, \$14; 61 to 70, \$14.75; 71 to 80, \$15.75.

The new prices applying on rope also show an upward tendency, as quotations shown herewith will indicate: Pure Manila, 23c lb.; pure sisal, 14c; British Manila, 18½c; Lath yarn, 14.

Revisions for the week are fairly heavy again after two or three comparatively light lists. The tendency is always upward, and revised quotations are daily

going into effect, as the various jobbers receive their supplies from the manufacturers. Goods are also increasingly hard to get, and another year of war will see conditions very acute in some lines. However, everyone must do their bit to relieve serious cases, for a successful termination of the war is more essential than securing a thumb-latch or a door lock.

New prices are now being quoted on various lines of Disston's tools, and one instance is quoted herewith, from which the retailer may draw his conclusions re other lines. The prices now prevailing on Disston's hand saws, D8, 26 in., is \$23.05 doz.; Disston's rip saws, D8, 26 in., is \$23.05 doz.

Sandpaper also shows advanced prices, to-day's quotations on the B. & A. reading as follows:

	Ream.	Quire.
00—½	\$6.00	33c
1	6.50	35c
1½	7.00	39c
2	7.50	42c
2½	8.00	45c
3	9.00	50c

We have another notification to give of an advance in the various discounts on bolts. A memo of same is appended herewith, and it can be seen that the advance approximates a 10 per cent. increase all the way through:

Carriage bolts, ¾ and smaller....	35%
Carriage bolts, 7-16 and larger....	20%
Machine bolts, ¾ and smaller....	35%
Machine bolts, 7-16 and larger....	25%
Sleigh shoe bolts, ¾ and smaller....	25%
Sleigh shoe bolts, 7-16 and larger....	20%
Plow bolts	25%
Shaft bolts	20%
Coach screws	45%

Square and hexagon nuts, small lots, net list; case lots, 1c over list.

The various lines of black iron rivets now have a new discount of 30 per cent. This includes carriage, section and wagon box rivets.

Coppered iron rivets and burrs and tinned belt rivets and burrs are quoted as follows:—Coppered Iron Rivets and Burrs—Assorted, 8, 30c per lb.; 10, 33c per lb. Rivets only—8, 19c per lb.; 10, 21c per lb. Burrs only—8, 33c per lb.; 10, 35c per lb. Tinned Belt Rivets—Rivets only—8, 21c per lb.; 10, 22c per lb. Burrs only—8, 35c per lb.; 10, 37c per lb.

One must often wonder to what height prices will soar, but it would be folly to attempt an answer. The high water mark seemed to have been reached for some commodities months ago, but still do we read of their continued advancement. It is possible when conditions are once more normal we will have great stories to tell, and the stories will start: "Remember back in '16," etc., etc.? The fireside should never lack a good raconteur, at least for a decade.

CANADA'S 1915 WHEAT CROP

The total wheat crop of 1915 was 376,303,600 bushels, of which 95 per cent. or 358,281,000 bushels proved to be of merchantable quality.

The quantity of this wheat remaining in farmers' hands on March 31, 1916,

is estimated at 86,854,000 bushels, being 23 per cent. of the total yield, as compared with 12½ per cent. last year, and is larger than in any preceding year.

The total stocks of wheat and wheat flour in store in Canada on March 31, 1916, was, with flour expressed in terms of wheat, about 196,000,000 bushels, as compared with 80,000,000 bushels on February 8, 1915. Of this 86,500,000 was in elevators, flour mills and winter storage vessels, 87,000,000 in farmers' hands, and 22,500,000 in course of rail transit.

FEWER FACTORIES PRODUCT MORE

A PRELIMINARY report of the United States Bureau of the Census indicates that during the five year period, between the census of 1914 and that of 1909, the number of firms manufacturing glass in various forms was reduced from 363 to 347. The value of products increased from \$92,095,203 to \$122,964,792. The value of glass, used for building purposes, produced in 1914, shows an increase of \$10,486,431, or 39.9 per cent., as compared with 1909.

The quantity of window glass produced for sale increased from 346,080,550 square feet in 1909 to 400,998,893 square feet in 1914, or 15.9 per cent.; of obscured glass, including cathedral and skylight, from 22,815,946 square feet in 1909 to 43,040,079 square feet in 1914, or 88.6 per cent.; and of plate glass, from 47,575,944 square feet in 1909 to 60,515,008 square feet in 1914, or 27.2 per cent.

Of the 347 establishments reported in the glass manufacturing business for 1914, 103 manufactured building glass.

For some time past the Canadian trade has been almost entirely dependent upon American manufacturers for supplies of window glass. Supplies from Belgium and England were practically cut off when the war broke out.

CATALOGUE ON BATHROOM WARE

The Art Brass Company, Inc., 299 E. 134th St., New York City, have issued a new 120-page catalogue describing their San-o-la bathroom ware. The catalogue is printed on highly calendered paper and is altogether of a high standard from the artistic and art standpoint. One of the features of the catalogue is its convenient size, being only 4½ inches in width by 8½ inches in length. It is known as Catalogue D and supersedes all previous catalogue and supplements of this concern. All of the various articles contained in the catalogue are arranged in alphabetical index for easy reference. The line of articles carried is apparently most complete and for those interested in this class of goods there will be much of interest within its pages.

WEEKLY PAINT DEPARTMENT

West Making Big Efforts At Clean Up

City of Moose Jaw Conducted Clean-up and Paint-up Campaign One Week and Decided to Continue Still Another Week — Reports From Winnipeg State That Fully 3,000 Houses Were Painted Last Week

"THIS week has been set aside as clean-up, fix-up and paint-up week in Moose Jaw. It is a wonderful movement—a campaign for health and civic beauty in which every loyal citizen should do his or her share. It is a national affair—every progressive city and town in Canada is lending every effort to brighten things up. Clean-up, fix-up, paint-up, rake-up, scrub-up, swat-the-fly, clean-up the backyard, the alley, the front lawn, the house, the barn, the garage. Make ours a healthful, clean, beautiful city. The advertisers on this page stand ready to help you."

This was the way one of the Moose Jaw papers admonished their readers to take hold of the clean-up and paint-up campaign. In a full page advertisement the merchants of the city laid particular emphasis on articles which will help along the campaign. Moose Jaw, Sask., found that one week was not sufficiently long to do the work rightly in the original time allotted, from May 1 to 6 and consequently the campaign has been extended into the present week. In telling how the work is proceeding in that city the Moose Jaw Times of May 5 said:

"So great has been the co-operation of the citizens during the special 'Clean-up Week,' and so thoroughly has the work been done, that the City Council find they cannot get through in the one week ending to-morrow night, and as a consequence the time has been extended, and all next week will be used in carting away the accumulation of winter rubbish."

"In addition to the work of cleaning up the back yards, lawns, alleys, and lanes, painting-up has also been undertaken with great gusto, and in this respect the city itself is not behind in its work, and as an instance of this the city this morning had men out painting the city high pressure water tank used by the engineer's department to fill the sprinklers."

Many Houses Painted in Winnipeg

Winnipeg has had a most successful campaign. It is estimated that over 3,

000 dwelling houses were given a preservative coating of paint last week. In referring to the activities of the first week the Manitoba Free Press had the following to say:

"In round numbers, it is estimated that 3,000 dwelling houses and business houses in the city are receiving fresh coats of paint right now. They were first gone over yesterday and the finishing touches will be put on to-day."

"This extraordinary effort on the part of property owners comes as a handsome recognition of the value of Winnipeg's annual clean-up campaign, now in progress. As Wednesday and Thursday were known as paint-up days, the class of work being done at present is timely, to say the least."

Campaign Half Over

"Commissioner Webster, of the Industrial Bureau, under whose patronage the campaign is being promulgated, is more than pleased with the progress thus far made. The campaign is but half over, and the rest of the days will be devoted to children's, waste-paper and backyard days. Mr. Webster is most enthusiastic over the campaign. He said:

"You delight in a clean and attractive home. It means to you comfort, pleasure, health and true economy. In the larger sense, Winnipeg is your home, and clean-up week is its house-cleaning time. It is

your duty as a member of the civic household, to shoulder your share of the responsibility, cheerfully and capably."

Why Cleanliness Pays

"A clean-up campaign, such as is now in progress, will result in safer homes, business houses and public buildings; a better looking community and higher civic standards. Only through complete co-operation and organization of effort can these things be attained. They do not 'just happen.' Therefore, let all keep on working together with this one object in view for the balance of the ten days set aside for this purpose, using our best efforts to make Winnipeg a brighter, cleaner and better place than any other in the Dominion."

Labor Council Helps

"Actively co-operating with the citizens' committee in the annual clean-up is the Trades and Labor council under the chairmanship of R. A. Rigg, M.P.P. In a hand bill issued to the Trades and Labor unions of the city, the council urges all members to help make the city beautiful and healthful."

Winnipeg had a ten-day campaign which finished on Thursday of this week. The results as shown by reports from that city are most encouraging to those who were interested in the campaign.

Montreal to be Radiant With Fresh Colors

City Will Undertake Big Campaign Next Week in a Systematic Manner — Will Start With Sermon in City Churches To-morrow—Prizes Will be Given to Children for Best Kept Yards

"MAKE everything radiant with fresh colors. Follow the example set by nature. Be bright. Keep Bright." This is the slogan which Montreal has adopted for paint-up day, which will be held exclusively on May 19. From May 14 to 20 is to be clean-up and paint-up week for Montreal this year.

The paint campaign is linked up with

the world war and with the preventive sanitation that is urged to lessen the fearful infant mortality rate in this country. This gives the topic a timely and human interest that no mere hackneyed urging of painting up could impart. The paint campaign must go hand in hand with any other one that has cleanliness and order as its basis. One is a natural corollary of the other

It is important—very important

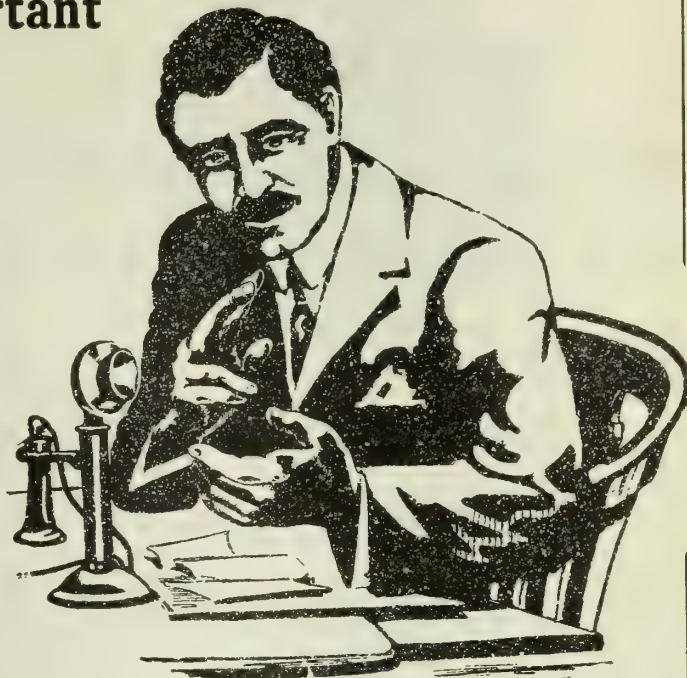
that you should consider your customers' satisfaction, first of all when ordering paints—for big satisfaction makes big demand.

Sell

The Jamieson Line of Pure Prepared Paints and Varnishes

and your paint department will be unusually popular and profitable.

Drop a card for details re our exclusive agency proposition.



R.C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

MOORE'S

House Colors



PURE INGREDIENTS PLUS EXPERIENCE.

Every can of Moore's House Colors is full to the brim with a quality that only pure material and long experience can produce.

This line of Linseed Oil paints has made good in all climates and from coast to coast.

Moore's agents say it is an ideal money-maker.

Make the first step towards putting more money in **your** cash drawer by writing for proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Company
LIMITED

WEST TORONTO

The foreword of the circular given out for distribution contains the following arguments that are applicable to any city:

Arguments for Cleaner City

"It is no time to educate parents after the child is laid low.

"The time to do it is now, through the child, because parents, bound up with old fashioned traditions heed the work of child conservation as a whirling and exaggerated warning out of the mouth of the faddists.

"They will not accept the facts unless proved in some picturesque fashion.

"Let us teach them as we would teach children and

"Let the children hear.

"In the last four years in the United States and Canada 3,000,000 little feet have ceased their pattering.

"Gruesome? Yes, true!

"Lack of cleanliness, dirt, filth have contributed to kill half of these.

"Will you not do your share, your little share in preventing this fearful slaughter. Will you not help to keep the back yard of your home clean, keep the lane clean, prevent the garbage pest from breeding pestilence and death.

"You can do it, if you just simply try.

"Do it for the little babies!

"Do it for Montreal!"

A circular descriptive of the campaign, its objects, and how to prevent disease by keeping the city and particularly the back lanes clean, has been widely distributed, over 52,000 copies being given to the children in the 122 schools in the city. This year a serious effort will be made to have the places cleaned, kept in that condition until they get their covering of snow in the fall.

The co-operation of the school children is sought and to this end \$1,250 in prizes is being offered to the children who take part. The city is divided into five divisions, and in each of these districts \$250 will be given on or about June 20th, to the children who have kept the best back and front yards, and for exterior improvement, flower and vegetable gardens, and for general improvement and general appearance.

Campaign Opens With Sermons

The "clean up" week will open with "Sermon Day" on May 14th. Sermons will be preached in various churches in the city on moral and physical cleanliness. Monday will be "Fire Prevention Day", Tuesday "Front Yard Day," Wednesday, "Back Yard Day," Thursday "Sanitation Day," Friday "Paint-up Day" and Saturday "Children's Day."

The committee has also arranged for a series of lectures on hygiene, which will continue every evening until the

end of the campaign. A series of films illustrating the subject under discussion and innumerable lantern slides will be used.

The Front Yard Day of May 11th is of peculiar and additional interest to hardwaremen containing as it does the following injunction: "Make the summer days of your home congenial—sow grass on the lawns, plant flowers, take good care of the trees." These instructions have a direct bearing on increased sales of hardware. The "Back Yard Day" admonitions are along the same lines.

Of Interest to Hardwaremen

The suggestions for Fire Prevention that are of peculiar interest to hardwaremen as encouraging a greater and more intelligent use of hardware articles are as follows: "Prevent the accumulation of ashes and rubbish in your cellars, yards, etc. Never put ashes in wooden boxes, but place them in metal receptacles. Keep your lamps clean and thus avoid lamp explosions. Do not turn lamps low and then leave them burning all night. Keep lamps away from children, they may upset them.

"Keep all inflammable material away from lighted gas jets, stoves or furnaces. Protect the woodwork around your stoves, furnaces and ranges. Never permit a stove or a furnace to be set up without stone, brick, concrete or metal protection underneath".

Every one of these directions are directly helpful to bigger hardware sales and the constant insistence on them to customers cannot be overdone, particularly since the authority of a great municipality may be invoked as the giver of the advice.

Red Buttons for City Employees

Red clean up buttons worn by all city employees during the campaign and bills have been circulated throughout the city advertising free moving picture shows on hygienic subjects showing the ill effects of uncleanness and the improvements effected by a liberal indulgence in hard work, fresh paint and other accessories of the cleaner life.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

Opening For Non-Slip Horseshoe

The report of A. T. Quilez, acting Canadian Trade Commissioner at Havana, Cuba, points out the opportunity for manufacturers of non-slip horseshoes in that country. He says:

"There should be a ready sale in Havana for a non-slip horseshoe. Most of the streets are paved with vitrified brick. They are as hard as iron, and the city's heavy traffic has worn them perfectly smooth, so that after a shower they are very slippery. Over 2,000 one-horse cabs are in use in Havana, and it is a common sight to see a horse flat on the ground from having slipped. At other times he will "skate" with his own momentum. There are also thousands of draft animals owned in the city, and the slippery streets prevent their pulling a full load, for shoes soon wear smooth and afford no purchase on the bricks. A non-slip horseshoe would fill a real need."

Please Quote the Reference Number When Requesting Addresses.

428. **Zinc spelter.**—A Glasgow firm asks to be placed in communication with Canadian manufacturers of zinc spelter who can fill orders for export.

429. **Enamelled ware, tin manufactures, knives, etc.**—A firm in Guatemala City would be pleased to receive catalogues, price lists, etc., from Canadian manufacturers of enamelled ware, tin manufactures, knives, etc. Further particulars on application. (File A-2008.)

433. **Brass and copper scrap.**—A Newcastle firm wishes to be placed in touch with exporters of brass and copper scrap and of all non-ferrous metals.

437. **Old ships' propeller shafting, and engine shafts, railway engine and wagon axles and other used forgings.**—A Glasgow firm would be pleased to receive quotations for above. Are prepared to pay £9 to £10 per ton free on quay, Glasgow, for approved specifications.

438. **Nails and wire.**—A Glasgow firm wishes to be put in touch with Canadian exporters of wire and nails.

440. **Wire nails.**—A Glasgow firm is desirous of receiving quotations from Canadian exporters of wire nails. Sizes: Round wire nails from 1-inch by 15 gauge to 6-inch by 5 gauge. Wire nails, 1-inch by 11 and 2½-inch and 3-inch by 5-16-inch. Chisel pointed nails. Samples are being forwarded to the Department of Trade and Commerce, Ottawa, tawa.

441. **Baling wire.**—A Glasgow firm is in the market to purchase from 150 to 200 tons of baling wire provided same can be delivered in Glasgow by the beginning of June. Quotations c.i.f.

442. **Special ores.**—A Glasgow firm wishes quotations for the following: Molybdenite, sheelite, vanadium, titanium ore, cobalt and nickel. Will only purchase c.i.f. Glasgow.

445. **Trunk mountings and trunk slats.**—A Glasgow firm formerly purchasing these goods from Germany will be glad to hear from Canadian firms quoting prices c.i.f. Glasgow.

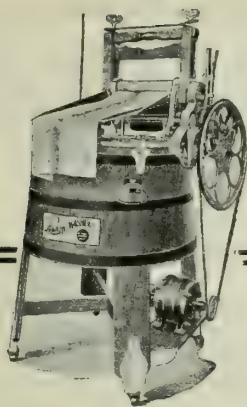
446. **Iron and steel band hoops, small wire staples.**—A Glasgow firm wishes to receive quotations for the above, c.i.f. Glasgow.

447. **Trunk and portmanteau trade.**—Trunk locks, suit case locks, bolts, brass and brass-headed head nails, corner clasps, rollers, etc., also bentwood trunk hoops. Canadian manufacturers are requested to submit samples and prices c.i.f. Glasgow. If satisfactory a large business will result.

448. **Iron steel merchant bars, hoops and bands, sheet steel, rods (iron and steel).**—Quotations requested c.i.f. Glasgow.

452. **Steel wagon axles.**—A Yorkshire firm desires the addresses of Canadian manufacturers who can supply military wagon steel axles.

464. **Iron and Steel.**—A Birmingham merchant is open to purchase rods and steel billets. Prices c.i.f. Liverpool.



People desiring a real good Washer are splendid prospects for

The "London" No. 3 Electric Washer

It is the most simple, strong and scientific electric machine on the market to-day.

It is built to stand up to the maximum amount of usage, for a trivial cost of operation and for a minimum amount of wear and tear on the clothes.

The reasonableness of its cost, combined with the "quality" appearance, will fascinate your better class of trade and turn good sales and a most desirable profit your way.

It will be to your interest to get details in full. Our descriptive catalog is yours for the asking. Write.

The London Foundry Co., Limited
LONDON, ONTARIO, CANADA

Why
did the
farmer
'owl?

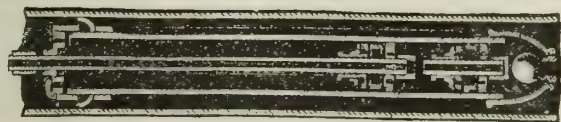
Because
they sold
him poor
Babbitt



GIVE HIM OWL BABBITT

Made in the West by—

The Owl Metal Co. Ltd., Winnipeg



Got It At Last!

A pump that won't freeze. The Western trade have been praying for this. The Richmond pump is absolutely anti-freezing. Called EZE-FIXT because it is so simple. Only one style for any well or requirement. Sold only through the trade. Write for circular.

RICHMOND PUMP CO. - WINNIPEG



*This trade-mark
makes permanent
varnish customers.*

IF you handle varnishes you will find Berry Brothers' label a profitable asset in salesmaking.

For nearly 60 years it has been known as the mark of quality and is universally recognized by all buyers as a protection against inferior Finishes.

We make a specially adapted varnish or enamel for every known use, and they can be depended upon to satisfy the most critical customers.

You can build up a larger varnish business by recommending and featuring Berry Brothers' line.

Write for our selling plan and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

ESTABLISHED 1858

Walkerville, Ontario

(306)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 11.—The strike of the employees of two of the big local transport companies continues and, although shippers have had limited success in organizing their own services, is still proving a serious handicap in relation to the dispatch of spring consignments by rail. Also the improvised services are proving a considerable expense to companies with a long haul from their warehouses to the freight sheds. Coupled with this shipping trouble, paint makers are facing problems growing steadily more acute with regard to supplies of chemicals and certain other raw materials. On the other hand orders are coming in satisfactory volume considering the general conditions prevailing and the abnormally high position of the market.

Further easiness is noted this week in the linseed oil markets, but there is firmness as regards the other important ingredients entering into the making of ready-mixed paints and indications still favor further advances rather than a decline. A marked scarcity of lampblacks has developed during the past few months and this is affecting the price of blacks in oil and ready-mixed.

Oil Still Lower—There is still a further decline noted in the linseed oil market. At the same time there are indications of increased unsettledness and the spread between the quotations of different jobbers has materially widened. This appears to be the result of the difficulty which has been noted in the local market for months, that dealers are inclined at times to make their price in relation to the proportions of their stocks and the cost thereof rather than the actual basis of the cost of production at the prevailing quotations for raw material; competition for business also appears to be an influence. The feature this week is that one local firm has made a reduction of its price to 85c and 88c for raw and boiled respectively. In contrast to this, quotations of 92c and 95c for raw and boiled respectively are still heard. This covers a spread of 7c and there are figures within the range quoted. The following figures cover the range of prices:

	Raw	Boiled
1 to 2 barrels	85c	88c
3 to 5 barrels	84c	87c
6 to 9 barrels	83c	86c

Lead Continues Steady—Although there has been some shading off of the quotations in the pig market, the price of white lead remains steady, and there are no indications of a change in the near future. Quotations are \$13.80 for

ton lots and \$14.10 for small quantities.

Turpentine Steady—The market situation is generally unchanged since last report and quotations continue from 72c to 74c on the single barrel basis. Recently there has been some easiness noted in outside markets, but local stocks are reported as being light. Figures are as follows:

1 barrel	72c-74c
2 to 4 barrels	71c-73c

Gasoline is Firm—On the advance reported last week, gasoline and benzine are firm and there are indications of still higher prices to come. The strike of the teamsters has seriously interfered with shipments of spring deliveries of these commodities and retailers must look for delayed arrivals while the present conditions continue. Prices are as follows:

Gasoline in barrels	34c
Gasoline in drums	31c
Gasoline tank wagon	30½c
Benzine half a cent lower.	

Shortage of Lampblack—The shortage of lampblack and other blacks has recently become very acute and supplies of the former from Germantown have advanced about one hundred per cent. during the past few months. Black paints are being directly affected and particularly bulk supplies for the finishing of carriage and auto bodies, etc.

TORONTO

TORONTO, May 11.—The general situation in the paint market is unchanged, and, with the exception of oil and turpentine, prices are holding firm. More favorable weather for outside painting will stimulate the demand for paints, but in the meantime business is on the quiet side. Another sharp decline in linseed oil and turpentine has been announced, both markets still being weak and demand very light. The Paris green situation is so acute that a substitute is being put on the market. Makers of Paris green are practically sold out, and are not anxious to make up more supplies owing to the high cost of chemicals. Prices of some lines of floor wax are higher. Prices of white lead are holding firm, although the pig lead market is weaker. There is practically no improvement in the freight situation, and shipments are being delayed, particularly to and from eastern points and from the States.

Linseed Oil Again Easier—The oil market continues weak, and prices have again declined. There is now a spread of about 4c, the high level being 89c-92c, and the low 85c-88c for raw and boiled oil respectively. Seed is weaker, which is affecting the oil market, but the light

demand is also tending to low prices in order to stimulate business. It is possible that prices will remain at the present limit for a little while, as a more active demand, which might spring up any time, would steady the market. The following range of prices are being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	85c-89c	88c-92c
3 to 5 barrels	84c-88c	87c-91c
6 to 9 barrels	82c-86c	85c-89c

Turpentine Easier—The turpentine market is also weaker and lower prices are now being quoted. A decline of 2c makes the new price 70c per gallon. The market at Savannah is lower, and the local demand for turpentine is light, which accounts for the weakness in the local market. Resins are a little firmer, but prices on most grades are unchanged. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 70c; 2 to 4 barrel lots, 69c, and 5-gallon lots, 77c per Imperial gallon.

Paris Green—Manufacturers of Paris green are practically sold out, and to make up further supplies with chemicals at the present high price would render the cost of green almost prohibitive. The demand for Paris green has been heavier than the manufacturers were able to take care of, and a serious shortage has resulted. It is claimed that green would cost 60c per lb. if made up of chemicals at their present price. A substitute with the euphonious name of "Bug-o-cide" is being placed on the market, but whether it will be as effective as Paris green remains to be seen. The price of this material has not been stated yet, but it will be cheaper than Paris green. The situation is acute, and is entirely due to the scarcity and high cost of chemicals.

White Lead—Prices of white lead are firm, notwithstanding the weakness in the pig lead market. There is very little possibility of white lead declining, as pig lead is still high, and is likely to remain so for some time. White lead in oil is quoted at \$13.95 per 100 lbs. in ton lots.

Floor Wax—An advance of 5c per pound has been made in some lines of floor wax.

Gasoline—The market is very firm and prices unchanged, although there is a possibility of an advance in the near future. The crude oil situation is unchanged. Gasoline is being quoted at 32c, and benzine at 31½c per gallon.

Putty—The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25
Pure putty, 70c per 100 lbs. advance.	

FROM ALL SIDES

"CHINA-LAC" reproduces the appearance of expensive woods, dignifying the cheaper and beautifying the finest grains.

The three "CHINA-LAC" assortments simplify both the business of ordering and the business of selling. These selections are made by men experienced in the trade, and include the largest proportion of popular shades.

come
gratifying
reports
of the way

"CHINA-LAC" stains and varnishes in one operation. All that is needed is a good varnish brush, a pair of hands and a tin of this superior Varnish Stain.

The quality of "CHINA-LAC" always pleases old customers and often brings new ones.

CHINA-LAC

has
"caught
on"
through
the
country.

"CHINA-LAC" goods make a fine shelf or window display. The label is distinctive and the advertising matter trade compelling.

The wide variety of transparent Varnish colors—with the more opaque shades, Whites, Blacks, Gold and Aluminum—gives the merchant every facility in filling orders for all requirements.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 68
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co.,
Resale discounts Eastern Canada:
22 Short Lesmok, 22 Long Lesmok
and Smokeless, 35-2½% off;
22 Short Smokeless, 40-10% off;
22 Long Rifle Lesmok and Smokeless,
25% off; 41 Swiss Ball
and Shot Cartridges, 26½% advance;
all other R. F. Ball Cartridges,
15% off; all other R. F. Centre
Fire Pistol and Rifle Ball Cartridges,
15½% advance; Centre Fire Pistol
and Rifle Shot Cartridges, 4% off; Centre
Fire Military and Sporting Ball Cartridges,
26½% advance; Centre Fire
Military and Sporting Shot Cartridges,
15% advance; Primed Shells
and Bullets, 20% advance; Brass
Shot Shells First Quality,
30-10% off; Brass Shot Shells,
Second Quality, 45% off; Loaded
Paper Shot Shells, New Club,
15% off list; Nitro Club and Remington,
20-5%; Arrow, 25-10%.
Ball caps, B.B. Caps, \$2.55 per
M. net; C. B. Caps, \$3.20 per M.
net; Blanks, R. F. 22 Short, \$2.30
per M. net; R. F. 22 Short, \$3.75
net; C. F. 32 STW., \$8.25 per M.
net; C. F. 38 STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%;
C. B. Caps, 35-2½%;
22 short, black, 35-2½%;
22 short smokeless, 40-10%;
22 long, black, 35-2½%;
22 long, smokeless, 35-2½%;
22 long, rifle, black, 25%;
22 long, rifle, smokeless, 25%;
other R. F. ball, 30%; R. F. shot,
30%; Pistol and rifle ball, add 5%;
Pistol and rifle shot, add 5%;
military and sporting advance 25%;
Primers, \$2.10 per M. net; brass shot
shells, 2%; "Winchester" B.B. Caps,
\$2.55 M. net; C. B. Caps, \$3.20 M. net;
22 short, black and Lesmok, 20-10%;
22 short, smokeless, 22-10%;
22 long, rifle, black, 15%;
Other R. F. ball, 15%; R. F. shot,
20-10%; Pistol and rifle ball, adv., 10%;
Pistol and rifle shot, 25%;
Military and Sporting adv., 40%;
Primers, \$2.80 per M. net; Brass Shot Shells,
20 and 10%.

Smokeless, Grand Prix, Eley, 20
and 5%; "Crown" Black Powder,
15 and 7½%; "Sovereign" Bulk
Smokeless Powder, 20 and 7½%;
"Regal" Dense Smokeless Powder,
20 and 7½%; "Imperial" Shells,
both Bulk and Dense Smokeless
Powder, 20 and 5%; Cannon
Smokeless, 20 and 7½%; Empty
shells, 27½%; 90 days net
Shot, standard, 100 lbs., Toronto,
\$14.50; Montreal, \$14.25; net
extras, as follows, subject to cash
discount only: Chilled, \$1.50;
buck and seal, 80c; No. 28 ball,
\$1.20 per 100 lbs.; bags less than
25 lbs.; ½c per lb.; f.o.b. Montreal,
Toronto, Hamilton, London,
St. John and Halifax freight
equalized.

Dominion Hand Traps, \$3.50
each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No.
2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.
No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial
Genuine, Imperial Tough,
Armature Special, White Brass,
Metallic Genuine, Harris Heavy,
Pressure, Hercules Genuine,
White Bronze, Star Frictionless,
Aluminoid, Mogul, No. 0, 1, 2, 3
and 4. Prices 11 to 60c lb.
Thomas Robertson & Co., Ltd.
—No. 1, 32c; No. 2, 23c; No. 3,
19c.

Tallman Brass & Metal Co. —
Arctic Metal—XXX Genuine Super-
ior, A Special, Hoo Hoo, "A,"
"B," "C," "D," No. 1, 2 and 3.
Prices 11c to 60c pound.
Hoyt Metal Co.—Nickel Genuine,
Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 11c to 60c.
Langwells—Extra, 16c; No. 1,
15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather).

Standard, 50%.
Lace leather, per side, \$1.10; cut
laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE.

Montreal Toronto
Single bbls., gal. 0 32½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.
dia. and smaller, 40%.
Carriage Bolts (\$1), list, 7-16 in.,
25%.
Machine Bolts, ¾ in. dia. and
smaller, 40%.
Machine Bolts, 7-16 in. dia. and
larger, 30%.
Sleigh Shoe Bolts, ¾ in. dia. and
smaller, 30%.
Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 25%.
Coach and Lag Screws, 50%.
Skein Bolts, 45%.
Square Head Blank Bolts, 30%.
Bolt Ends, 30%.
Plow Bolts, 30%.
Elevator Bolts, 30%.
Fancy Head Bolts, 25%.
Shaft Bolts (\$3 list), 25%.
Step Bolts, large head (\$3) list,
25%.
Whiffletree Bolts, 25%.
Nuts, square, 2c off list.
Nuts, hexagon, 2c off list.
Stove Rods, per lb., 8c.
Stave Bolts, 62½%.
Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb. 0 07½

BRASS.

Per lb.
Springs, sheets, 8" wide,
up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded....\$8 00
30-gal. Standard, riveted.... 8 25
20-gal. extra heavy 11 50

BOARDS, BAKE.

Per doz.
No. 1—18" x 24" 6 60
No. 2—18" x 28" 7 20
No. 3—20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	Per doz.
Pony	\$1 75	\$1 75
Crown	3 55	3 55
Dandy	3 75	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King	4 25	4 25
Victor (Glass)	4 25	4 25
Jubilee	4 25	4 25
Diamond King (Glass)	4 50	4 50
Western King	4 00	4 00
(Enamel)	1 25	1 25
Wood, double faced.	1 25	1 25
Subject to small discounts for quantities.		

BRUSHES.

Weighted, 15 lbs., per doz. 15 26
Weighted, 20 lbs., per doz. 17 62
Weighted, 25 lbs., per doz. 21 26

BUTS.

No. 804 and 840, 57½%; No. 800
and 838, 40 and 10%; No. 802,
55%; No. 808, 50%; No. 810 and
814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamery
cans, 25%.
Cream cans, 35%; with dome top,
15c extra. Retinned, 70 and
10%. Plain, 70 and 20%.
Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload
lots, f.o.b. Toronto... 1 50 1 50
White Bros. English... 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch,
per 1,000 23 00 28 00
Fire brick, English... 17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, 2½ lb. tins, doz. ... 1 25

CEMENT (FURNACE).

14 lb. tins, per doz. 1 00
6 lb. tins, per doz. 0 05
25 lb. tins, per doz. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.)... 0 25
Cement (in 5 and 10 gals.)... 0 25
Cement (in 2 gals.)... 0 30
Cement (in 1 gal.) ... 0 35

CHALK.

Carpenter, per gross... 0 65 0 80
Carpenters' lead pen-
cils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr. 0 65
Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Common cold, ½, \$1.25; ¾,
\$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if
B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼
\$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16,
\$6.55; ½, \$6.35; 9-16, \$6.35; ¾,
\$6.20; ¾, \$6.10; ¾, \$5.95; 1, \$5.80.
Electric Weld Coil Chain—BB.
3-16 in., \$11.45; ¼ in., \$8.15; 5-16
in., \$6.65; ¾ in., \$5.60; 7-16 in.,
\$5.60; ½ in., \$5.60 per 100 lbs.
Electric Weld Loading Chain,
¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2,
\$10; No. 3, \$11; No. 4, \$13; No.
5, \$16; f.o.b. Toronto, Hamilton,
Fergus, London and St. Mary's,
37½%; f.o.b. Ottawa, Kingston
and Montreal, 35%.

COPPER.

Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in. 47 50 48 00
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 46 00 45 00
Copper sheet, tinned,
14x60, 14 oz. 55 00 54 00
Copper sheet, plan-
ished, 14x60 base 58 00 57 00
Braziers' in sheets,
6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,
35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½
No. 7, lb. 0 32½
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4;
Ideal, egg boxes, with filler, 12
doz. size, per doz., \$4.

CANADA PLATES.

Montreal
Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized

Apollo Crown Gorbals
18x24x52 ... 6 25 6 25 6 50
60 ... 6 50 6 50 6 75
20x28x47 ... 6 75 6 75 7 00
20x28x94 ... 13 50 13 50 14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base \$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard
Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, -210
lbs., \$10; 216 lbs., \$10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.
Wood Drills, 20%.
Straight Shank Drills, 45%.

MADE IN CANADA


**3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE**
**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID

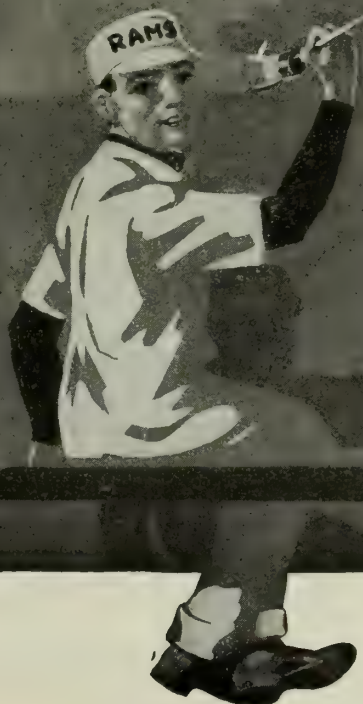
Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

RAMSAY'S


"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay, Son & Co., Montreal

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.



Made in Canada

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00	7 00
1 X, 14 x 20 base	8 25	8 25
1 X N, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.65	5
McClellan Globe	.65	10
Black Diamond	.65	10
Delta Files	.55	10
Nicholson	.55	10
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 72½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 32½
Drums	0 31
Tank wagon	0 30½

Any quantity, in bbls. 32
Drums, 40-gal., per gal. 29
Tank wagon 28½

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1½ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1½ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1½ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1½ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. 8 85
Masons, 5 lbs. and over, per
cwt. 10 10
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz. 0 82
Axe, No. 1 hickory, doz. 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and
shovel handles, 35 per cent.
Extra ash fork, hoe, rake and
shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake,
and shovel handles, 50 per cent.
Team whiffletrees and neck-
yokes, 30 per cent.
White ash carriage, buggy and
democrat whiffletrees and neck-
yokes, 35 per cent.
All other ash goods, 40 per
cent.
Railroad and navy pick, 25
per cent.
All other hickory, maple and
oak goods, excepting heavy team
doubletrees and hickory cant
hook handles, 40 per cent.
Hickory cant hook handles 30
per cent.
Doubletrees, 35 per cent
Extra quality, 40 per cent

HANGERS, BARN & PARLOR

Stearns, wood track, Special
Zenith 9 00
Atlas, steel covered 5 25
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00

New Milo, flexible 6 00

Steel King Hangers, doz. sets 6 40

Storm King and safety hangers 5 75

Storm King rail 4 70

Crown 4 85

Crescent 7 25

Sovereign 6 50

Chicago Friction, Oscillating
and Big Twin Hangers, 5 per
cent.

Steel track, 1 x 3-16 in.
(100 ft.) \$3 25

Steel track, 1½ in. 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 7 20 8 25

No. 2 7 80 8 50

HINGES, TEE AND STRAP

Net Prices

Heavy Strap Tee

4 in., doz. prs. \$1 37 \$1 16

5 in., doz. prs. 1 66 1 45

6 in., doz. prs. 1 81 1 63

8 in., doz. prs. 2 46 1 85

10 in., doz. prs. 4 35 3 33

12 in., doz. prs. 5 40 5 25

14 in., doz. prs. 6 16 5 36

London price figured net at
27½%.

Light.

3 in., doz. prs. 0 43 0 43

4 in., doz. prs. 0 51 0 47

5 in., doz. prs. 0 60 0 55

6 in., doz. prs. 0 72 0 64

8 in., doz. prs. 1 06 0 76

10 in., doz. prs. 1 49 1 02

12 in., doz. prs. 2 55 1 91

14 in., doz. prs. 2 34

Heavy tee and strap discount,
27%.

Light tee and strap discount,
50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. 5 50

Over 14 in., per 100 lbs. 4 90

Larger 4 60

Extra hooks for above, ¾
in., per lb. 5½

Extra hooks for above, ¾
in., per lb. 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps
55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.00;
No. 10, \$19.50; No. 20, \$9.75; No.
50, \$24; No. 51, \$10.20; No. 120,
\$18.60; No. 2255, \$19.20.

Chicago hold back screen door
iron, gross, 12 per cent.

Chicago spring hinges, 15 per
cent.

Triplex spring hinges, 40 per
cent.

Chicago surface door (6,000).
45 per cent.

Garden City fire house hinges,
12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS English

No. 2, per doz. 2 00 3 60

No. 3, per doz. 2 10 4 10

No. 4, per doz. 2 20 4 60

No. 5, per doz. 2 40

HORSESHOES

Iron shoes, light, medium and
heavy, No. 2 and larger, \$4.40;
No. 1 and smaller, \$4.65; show
pattern, No. 2 and larger, \$4.65;
No. 1 and smaller, \$4.90; "X.L." steel
shoes, new light pattern, 1
to 6, No. 2 and larger, \$4.85; No.
1 and smaller, \$5.10; "X.L." steel
shoes, feather weight pattern, all
sizes, No. 0 to 4, \$6.25; special
countersunk steel, all sizes, 0-4,
\$6.75; toe weight steel shoes, all
sizes, No. 1 to 4, \$7.25.

Toenails Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.40; "Sharp"
No. 2 and larger, \$1.60; "Sharp"
No. 1 and smaller, \$1.75. Put up
in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft. 0 12

Corrugated, ¾ in., ft. 0 16

Less 5 per cent. for full reels.

500 ft.

Cable, 65 and 10%.

Leader, 60 and 5%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Angles Montreal Toronto

base 3 50 3 50

Common bar, per

100 lbs. 2 80 3 00

Refined iron, per

100 lbs. 3 05 3 25

Horseshoe iron, per

100 lbs. 3 45 3 00

Norway iron 7 25 5 50

Mild steel 3 30 3 00

Band steel 3 30 3 50

Sleigh shoe steel 3 30 3 00

Domestic 3 30 3 00

Reeled machinery

steel 4 50 4 50

Tire steel 3 40 3 25

Toe calk steel 4 20 4 25

Mining tool steel,

per lb. 0 11½ 0 10

Cammell Laird, lb. 0 18

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool

steel, per lb. 0 11½ 0 11

Silver tool steel, lb. 0 17½ 0 18

Spring steel 4 35 4 50

COLD ROLLED SHAPING.

7-16 to 9-16 in. 0 06

¾ to 1-16 in. 0 05½

¾ to 1-7-16 in. 0 05½

2 to 3 in. 0 05

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots \$13 25

72x30, 26 gauge, case lots. 13 75

Less than case, 25c per 100 lbs.
extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,
per set 0 85

Mrs. Potts, No. 50, nickel-
plated, per set 0 90

Mrs. Potts, handles, japan-
ned, per gross 8 40

Sad irons, common, plain 5 00

Sad irons, common, plated 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad irons, each 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock 13c ft.

Ontario 17c ft.

Faultless 21c ft.

Mechanic 26c ft.

Hercules 24c ft.

Perfect 23c ft.

Faultless, extra heavy 26c ft.

Hercules, extra heavy 29c ft.

Mechanic, extra heavy 31c ft.

Chair ladders, each 32 00

B.T. Standard 17c ft.

B.T. Economy 13c ft.

B.T. Iron Bound, 4-9 ft. 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 50c ft.

Crescent 16c ft.

Household 12c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

Common and Roped Extension.

Up to 32 ft. 16c ft.

Up to 26 ft. 18c ft.

40 to 44 ft. 19c ft.

48 to 52 ft. 24c ft.

56 to 60 ft. 29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. 12c ft.

18 ft. to 22 ft. 13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet,
plain, per doz., \$5; all brass, per
doz., \$10.25; all brass, nickel-
plated, per doz., \$15.25.

Banner Buggy \$10 40

Banner Junior 5 00

Climax 5 00

Trulite 7 25

Bencon 7 25

No. 2 or 4, plain cold blast 7 25

Short globe, pattern 7 25

Cold blast, japanned 7 75

Brass, well japanned 9 65

All brass 24 25

Little Bobs A.C. doz. 2 00

Copper, well jap'd. 11 25

LANTERN GLOBES

Cold blast, short 0 60

Cold blast 0 60

Cold blast, London 0 50

Prism globes 1 20

Cold blast, short ruby 2 00

Cold blast, common ruby 2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath 0 13

24-gauge, pa'ted metal lath 0 15

23-gauge, pa'ted metal lath 0 17

24-gauge, galv. metal lath 0 21

23-gauge, galv. metal lath 0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 13c lb.

Sheets, 3 lbs. sq. ft. 12 50 13 00

Sheets, 3½ lbs. sq. ft. 12 25 12 50

Sheets, 4 to 6 lbs.

sq. ft. 12 00 12 25

Cut sheets, ¼c per lb. extra.

Cut sheets to size, 1c per lb
extra.



The Most Artistic Finishes

can be obtained for a very small outlay of money.

Your customers know the soft, velvety, sanitary finish which is in so much demand.

Flat-Tone

can be used by the purest amateur with entire success as well as by the best and most skilful painter.

You cannot afford to be without a well-assorted stock of Flat-tone. If you are not carrying it, send us your order now.



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,
Toronto, \$3.65 base; Montreal,
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.20.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 1/2 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process
Prices per
Size Length 25-lb. box
No. 3, 1 1/2-inch \$4 10
No. 4, 1 3/4-inch 3 80
No. 5, 1 15-16 3 25
No. 6, 2 1/4 3 00
No. 7, 2 5-16 2 85
No. 8, 2 1/2 2 75
No. 9, 2 11-16 2 65
No. 10, 2 3/4 2 55
No. 11, 3 1-16 2 45
No. 12, 3 3/4 2 48
London, Hamilton, Montreal,
Toronto.
Less 10 per cent.

NETTING, POULTRY

Discount, 20 p.c. on 1 in. and 2
in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto, 25%;
London, 30%.

POULTRY FENCING

Per rod
Invincible, 1640 0 60
Invincible, 1848 0 66
Invincible, 2060 0 73
Put up in 10, 20 and 30-rod rolls
OAKUM Per 100 lbs.

Best (American) 17 25
U.S. Navy (American) 16 50
New hemp (English) 12 50
U.S. Navy (English) 12 00
Plumbers (spun) 8 00

OIL

Montreal Toronto
Can. prime white
petrol 0 14 0 13 1/2
Royalite 0 14 0 13 1/2
Palatine 0 17 1/2 0 17
Caster Oil, per lb. 0 45 0 35
Black Oil (Summer) 0 14 1/2 0 12 1/2
Black Oil (Winter) 0 12 1/2 0 13 1/2
Cylinder Green 0 35 0 35
Paraffine 0 24 0 22
XXX Machine 0 25 1/2 0 21

OLD MATERIALS

Tea lead, pack, 6 1/4 lb.
Tea lead, chest, 6 1/4 lb.
Lead (heavy), pipe, etc., \$7.
Brass, heavy, 16 1/4 lb.
Brass, light, 12 lb.
Zinc, heavy, 15 lb.
Copper, heavy, 22 lb.
Old cast iron, \$11.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 17 lb.
Compos. turnings, No. 1, 15 lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

Per lb.
Fine jute 0 11 1/2
Coarse jute 0 09 1/2
Square braided hemp 0 25
No. 1 Italian 0 30
No. 2 Italian 0 23

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll 0 55
Per 400 ft. roll
Tarred Fibre, No. 1 0 71
Tarred Fibre, No. 2 0 51
Tarred Fibre, Good Luck
Brand 0 71
Dry Fibre, Good Luck
Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand,
tarred 0 51
Sheathing (Surprise) 0 50
Dry fibre, No. 1 0 59
Plain fibre, No. 2 0 47
Sulphate, Black Cat, tarred, 0 80
Sulphate, Black Cat, dry 0 60

Per 100 lbs.

Heavy dry straw 2 05
Heavy tarred straw 2 05
Spruce sheathing 3 00
Carpet felt, 16 oz. 3 50
Carpet felt, 20 oz. 4 00
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft. 2 00
Oiled waterproof building
paper, 600 sq. ft. roll ... 1 00

PAPER, EMERY

Emery paper and emery cloth,
25%. B. and A. is 40 and 5%
off list.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.
Buttweld Per 100 feet

	Black	Galv.
1/2 in.	\$ 3 00	4 50
3/4 in.	3 06	5 43
1 in.	3 91	6 08
1 1/4 in.	4 72	7 65
1 1/2 in.	6 97	11 31
2 in.	9 43	15 20
2 1/2 in.	11 28	18 29
3 in.	15 17	24 61
3 1/2 in.	23 99	38 90
4 in.	31 37	50 87
4 1/2 in.	37 72	61 18
5 in.	44 69	72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
9 in. x 25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 22 lbs. per ft.	156 80	241 06
10 in. x 10 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths....	8 00
3 inch, in 10-ft. lengths....	9 70
4 inch, in 10-ft. lengths....	12 80
5 inch, in 10-ft. lengths....	17 50
6 inch, in 10-ft. lengths....	21 30

Discount 45 and 2%.

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER

Paris, per bbl., London.... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

Montreal Toronto
Plates, 1/4 to 1/2 inch,
per 100 lbs. 2 75 3 75
Heads, per 100 lbs. 4 00 4 00
Tank plates, 3-16 in. 4 30 4 50

PLUGS (METAL)

Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000. 23 00

POLISH

O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, 1/2-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T. Pump, No. 1, net \$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.
Iron burrs, 37 1/2%.
Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

Per roll
Tarred felt, per 100 lbs. 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 75
Samson, 1-ply, roll 1 60
Samson, 2-ply, roll 2 15
Samson, 3-ply, roll 2 65
Comet, 1-ply 1 00
Pluvius, 1-ply 1 25
Pluvius, 2-ply 1 65
Colborne Crown, 1 ply. 1 20
Colborne Crown, 2 ply. 1 45
Colborne Crown, 3 ply. 1 75
Compo Certainteed, 1 ply 1 40
Compo certainteed, 2 ply 1 75
Compo certainteed, 3 ply 2 10
Excella, 1-ply 1 60
Excella, 2-ply 2 00
Excella, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per
gal. in barrels 0 22
Roofing caps, per lb. 0 05
Roofing nails, per lb. 0 06 1/4
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Mont-
real.

ROPE

lb.
Pure Manila basis 2 2 1/2
British Manila basis 18
African hemp basis
Sisal basis 13 1/2
Single lath yarn basis 13 1/2
Double lath yarn 14
Yacht marine 41
White polished halyards 23
Hemp, deep sea line basis. 31
Hemp, tarred ratline basis. 27
Hemp, tarred belt rope basis. 29
Marline and Houseline 29
Jute rope basis 15
Italian rope basis 31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in.	0 27
1/4 in. and larger	0 26
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard 25 p.c.
Champion 40 p.c.
Steel weigh beams 20 p.c.
Gurney Standard 25 p.c.
Fairbanks Standard Scales. 25 p.c.
Crown Even Balance 40 p.c.
Richelle Union Scale 40 p.c.
Dominion Plates Scales, 40 p.c.

Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

Doz
Medium \$2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
head, brass, net.

SCREWS

Discounts off Standard List
Wood, F. H., bright 80
Wood, R. H., bright 75
Wood, O. H., bright 75
Wood, F. H., brass 47 1/2
Wood, R. H., brass 45
Wood, O. H., brass 45
Wood, F. H., bronze 40
Wood, R. H., bronze 37 1/2
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. \$5 00
Bench iron, per doz. 4 75
Cap screws, 55%; Set screws.
60%.

SHEETS (BLACK)

	Montreal	Toronto
100 lbs. 100 lbs.		
10 gauge 4 60	4 50	
12 gauge 4 70	4 60	
14 gauge 4 45	4 35	
16 gauge 4 50	4 45	
18-20 gauge 4 05	3 70	
22-24 gauge 3 90	3 85	
26 gauge 2 95	3 90	
28 gauge 4 05	4 00	

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis,
and Gorbals Best Best, also Col-
borne Crown are English gauges,
while Apollo and Premier are
U.S. gauges. American 10 1/2 oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

	Per 100 sq. feet.
Galvanized	
28 ga.	\$ 5.30
26 ga.	6.00
24 ga.	8.00
22 ga.	9.00
20 ga.	11.00
18 ga.	13.50

Above prices are subject to 10
per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	6 90	6 65	6 50
18-20	6 90	6 65	6 90
22	7 00	6 80	7 00
24	7 00	6 80	7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50

"Premier" galvanized sheets —
10 1/2 oz., \$6.95; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 2.
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and To-
ronto.

Colborne Crown — 16-20 gauge,
\$6.65; 22-24 gauge, \$6.80; 26
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto

14 gauge 5 80	5 55
16 gauge 5 80	5 55
18-20 gauge 5 90	5 90
22-24 gauge 6 00	6 10
26 gauge 6 25	6 25
28 gauge 6 65	6 50
10 1/2 ozs. 6 75	6 75

Add 25c for less than case lot.



Clerks Stand Behind Pratt & Lambert Varnishes, Says Canby C. Mammele

SAYS Canby C. Mammele of Wilmington, Del., a man who is making big sales increases with Pratt & Lambert Varnishes: "As the retail sale of any material depends to a great extent on the man behind the counter, I feel that I can truthfully say that the enthusiasm with which our clerks recommend your products, has much to do with the increase of our business. This is based on their confidence in the goods and the feeling that almost every sale of P&L material means a repeat order or a new customer for us."

That ought to mean something to *you* — the goods that your clerks can stand behind and truthfully recommend are the kind that are most profitable to sell, especially when those goods are backed up by advertising that makes people want them.

You can get this combination of quality and sales in varnishes by handling Pratt & Lambert Varnishes.

Write for Complete Pratt & Lambert Dealers' Proposition

PRATT & LAMBERT-INC.

Varnish Makers 67 Years
24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels 50 45 35%
Socket sp's. 40 and 5 35 and 5
Rivet scoops, 35 and 7 1/2%
Drain tools, 50%.

Hollow backs and sand, 1st, 50%
and 4th, 25%.

Above discounts on Black
Goods only. Full Polished Goods.
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES

Per square
Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24,
\$3.65; 18x30, \$4.

SNAPS

Harness, 25 per cent.
SOLDER Montreal Toronto

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR

Guaranteed 0 21
Strictly 0 29
Commercial 0 26 1/2

SOLDER, WIPING

Star extra 0 28 1/2
Easy 0 24 1/2
Aeme 0 25 1/2

SPELTER. See weekly report.**SPOUTS**

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES

Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 4 95
Fence staples, galv., 25 lb.
boxes 5 20
Fence staples, bright, in
kegs 4 15
Fence staples, bright, in
25-lb. boxes 4 35
Poultry netting staples, 100
lb. kegs 12 00
Galvanized discount 40 and 5%;
bright, deduct \$1.10 from gal-
vanized net. Extras, 50 lb. kegs,
30c; 25 lb. kegs, 40c; 10 lb. kegs,
80c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET

Bissell's
Univ. Japd., cyco bearing . . 24 00
Univ. N.P., cyco bearing . . 27 00
Grand Rapid, Japd., ball-
bearing 26 00
Grand Rapid, N.P., ball
bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each . . \$2 75
Ontario, 2-passenger, each . . 3 75
Ontario, 4-passenger, each . . 4 50
Stratford, 4-passenger, each 6 00
Boys' Gliding Seats with
awning, each 13 50
Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;
cheese box tacks, bulk;
trunk tacks, blank and tinned,
bulk; carpet tacks, blue; carpet
tacks, tinned; carpet tacks (in
kegs); cut tacks, blue, in doz.
only; cut tacks, 1/4 cut tacks,
blue and tinned, in weights;
Swedes; Swedes upholsterers'
bulk; Swedes brush, blue and
tinned, bulk; Swedes gimps,
blue, tinned and japanned; zinc
tacks, prices quoted on applica-
tion; leather carpet tacks; cop-
per tacks.
Discount, 75 and 10%.

NAILS

Copper nails; trunk nails,
black; trunk nails, tinned; clout
nails, blue; clout nails, tinned;
chair nails; cigar box nails; pat-
ent brads; fine finishing; picture
frame points; lining tacks, solid
and (in bulk).
Discount, 75 and 10%

CAPPED GOODS

Lining tacks, in papers; lin-
ing tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tufting buttons, 22 line, in doz.
only; tin capped trunk nails;
zinc glaziers' points, prices quot-
ed on application.
Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; chan-
nel nails; Hungarian nails; min-
ers' tacks; hob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 75
Linen, No. 404, 66 ft., each. 1 35
Metallic, No. 603, 50 ft., ea. 1 60
Challenge steel, No. 263, 50
ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv., wall ties, per 1,000. \$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and
5 per cent.

3 Chain and 4 Chain, 40 and 5%
Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 40%.

Plain, 70%.

Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%
Samson and Sovereign, 40 and
5%.

TROUGH (EAVE)

G. G. Square bead and half round
Size in girth Per 100 feet
8 in. \$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK

B.T. Double Angle . . . 12 & 10c ft.
B.T. Double T. 11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)

Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
500 ft., per lb. 0 10 1/2
500 ft., per lb. 0 09 1/2
5-ton lots, 1/4c per lb. allowance.
10-ton lots, 1/4c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON)

5-lb.
5-ply and up 0 27
4-ply 0 26 1/2
3-ply 0 25 1/2

TUBES

Boiler Tubes, Lapwelded,
100 ft., 2 in. 14 00
100 ft., 2 1/4 in. 17 00
100 ft., 2 1/2 in. 18 90
100 ft., 3 in. 21 50
100 ft., 3 1/2 in. 26 40
100 ft., 4 in. 32 65

TUBS

Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

HERCULES

No. 4 12 40
No. 5 13 83
No. 6 15 40

Common Galvanized

No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86

Per nest
Nests of 3—0, 1 and 2 . . . \$2 38
Nests of 3—1, 2 and 3 . . . 2 05
Nests of 4—0, 1, 2, and 3 . . 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0
basin cocks, 58 p.c.; and 1 and
2 basin cocks, 53 p.c.; bath
cocks, 64 p.c.
Flatway stop and stop and waste
cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check
Valves, 35 p.c.; Standard, 45%
J. M. T. Radiator Valves, 50 p.c.
Standard, 57 1/2; patent quick
opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15 p.c.
Copper tea and coffee pots, 15
p.c.
Copper boiler and tea kettle pitted,
net.

WARE, JAPANNED

Colored, 30 p.c. Coal hods, 25 p.c.

WARE, ENAMELED

White ware, 70 p.c.
Colonial, 60 p.c.
Premier, 40, 10 p.c.
Star decorated steel, 20, 10,
5 p.c.
Hollow ware, tinned steel, 30
and 10 p.c. off.

Enameled street signs, on ap-
plication.

WARE, GALVANIZED.

Duffin pattern pails, 10%
English pattern, 10%
Galvanized washtubs, 10%
Galvanized coal hods, list.
Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%
10-qt. flaring sap buckets, 25%
6, 10 and 14-qt. flaring pails,
25%.

Copper bottom tea kettles and
boilers, list.

Coal hods, 25%.

WARE, STAMPED. Plain, 70%.

Retinned, 66 2/3%.

Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 25%; smaller lots,
25%, assorted. Price less 50 lbs.
add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70
Sectional, 1/2 lb., per 100 lbs. 2 70
Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS, HORSE, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz. . . 26 25
Garden, steel wheel, doz. . . 29 60
Light garden, per doz. . . 30 00
Heavy garden, L-side . . . 36 20
Heavy farm, solid side . . 29 60

WHIFFLETREES

Tubular steel, 28 ins., . . . 0 70
Tubular steel, 34 ins., per
doz. 8 75
Tubular steel, 36 ins., per
doz. 9 75
Tubular steel neckyokes, 26
inches, per doz. 12 00
Tubular steel doubletrees,
40 inches, per doz. . . . 12 50
Tubular steel lumberman's,
44 inches, per doz. . . . 13 00

WIRE, COPPER WIRE, 10%.

Brass wire, 3 to 24 gauge, add
33 1/3%; 25 to 36 gauge, add
20%.

WIRE, CUT HAY BALING.

No. 9, \$3.75; No. 10, \$3.80; No.
11, \$3.90; No. 12 and 13, \$4; No.
13 1/2, \$4.10; No. 14, \$4.25; No. 15,
\$4.50. Plus 7 1/2%.

F.o.b. Toronto, Hamilton and
Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5.15; No. 19, \$5.40.
F.o.b. Toronto, Hamilton, Mont-
real, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19,
\$3.75.

No. 17, 7-strand, \$5.55; No. 18,
6-strand, \$4; No. 19, 6-strand,
\$3.25, in 50 and 100 ft. coils; No.
18, 6-strand, \$3.95 in 1,000 feet

coils, including reels. F.o.b. Ham-
ilton, Toronto, Montreal and
London.

WIRE, FINE STEEL.

Discounts 15 per cent. List of
extras. In 100-lb. lots; No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, Nos. 17-25, \$2;
Nos. 26-31, \$4; Nos. 30-34, \$6.
Coppered, 75c; oiling, 10c; in 25-
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in 1/2-lb. hanks, 28c; in 1/4-lb.
hanks, 50c; packed in casks or
cases, 15c; bagging or papering,
16c.

WIRE, HAY, IN COILS.

Montreal, No. 12, \$3.80; No. 14,
\$3.85; No. 15, \$3.95.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$3.90 base; No.
10 gauge, 6c extra; No. 11 gauge,
12c extra; No. 12 gauge, 30c ex-
tra; No. 13 gauge, 30c extra; No.
14 gauge, 40c extra; No. 15
gauge, 55c extra; No. 16 gauge,
70c extra.

Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$1.25;
bright, soft drawn, 15c; charcoal
(extra quality), \$1.25; packed in
casks or cases, 15c; bagging and
paperings, 10c, 50 and 100-lb.
bundles in 25-lb. bundles, 15c; in
5 and 10-lb. bundles, 25c; in 1-lb.
hanks, 50c; in 1/2-lb. hanks, 75c;
in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 50-ft. rolls,
\$2 per 100 sq. ft.; in 100-ft. rolls,
\$2.25 per 100 sq. ft.

Bronze screens, 9c sq. ft.

Cut lengths, 10c sq. ft.

WIRE (FENCE)

Per cwt.
Toronto and Montreal
Barb 4 00 4 65
No. 9, coil spring, 3 55 4 60
No. 9, plain galv., 3 50 4 55
No. 12, plain galv., 3 65 4 70
No. 13, plain galv., 3 75 4 80
O. & A., No. 10 . . . 4 06 3 90
O. & A., No. 11 . . . 4 12 4 12
O. & A., No. 12 . . . 4 20 4 20

WIRE ROPE.

Galvanized, 1st grade, 6 strands,
24 wires, 3/8, \$7.25; 1 in., \$21.

Black, 1st grade, 6 strands, 19
wires, 3/8, \$6; 1 inch, \$18.50. Per
100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop— Per cwt.
No. 12 \$ 4 20
No. 13 4 30
No. 13 1/2 4 35
No. 14 4 45
No. 15 4 70
No. 16 4 85

WRINGERS.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. . . . 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 5 1/2E 57 75
Unexcelled, 10 1/2E 72 00
Challenge, 3 1/2E 51 00
Gem, 1 1/2E 49 50
Sunlight, 1 1/2 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 2 1/2E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Maestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 50 25
Daisy No. 2 63 00
Daisy No. 1 57 75
Maple Leaf No. 2 56 25
Maple Leaf No. 1 51 00
Sun 42 00
Less 10 per cent.

WRINGERS.

Trimo, 60% off list; parts, 57 1/2%
Stillson, 65% off list; parts, 62 1/2%
Coes, 20%.

WRINGERS—MOP.

White, No. 2, each \$1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET) Montreal Toronto

5 cwt. casks 0 31 0 31
Part cask 0 31 1/2 0 31 1/2



**You Will Increase
Your Business
If You Feature**

Munro's Dry Colors

Reds, Greens, Yellows, Blues, Paris Green

The Allan Munro Color Co., Limited

MONTREAL

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.



**And it's the
teeth of**

SIMONDS HAND SAWS

that hold their cutting edge and please the Carpenter, who does not have to be continually filing his saws. That means a satisfied customer for the Dealer, and a satisfied customer is a profitable customer. He comes to your store again, not only to buy Simonds Saws, but other articles of Hardware.

If you do not have the 1916 Catalog of Simonds Hand Saws and Cross-Cut Saws with Dealers' Discounts, write at once.



Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave., MONTREAL, QUEBEC

Vancouver, B.C.

St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red, 1 lb. tins, pure 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. tins. 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorluster 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Moormale 4 35

FILLER

Luxberry Enamel \$5 00
Screen Enamel, RB 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal
English common sheet
English prima 0 17
White pigfoot 0 23¾
Perfection amber, ground, No. 1230 0 15
Cake, bone, 112 lb. bags. 0 12
Hide, 112 lb. bags 0 35
Gelatin, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS Country Base Price

United	Inches	Star	Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	22 35
86 to 90	24 35
91 to 95	25 00
96 to 101	29 00
101 to 105	32 00
106 to 110	37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
Toronto:
City discount, 30 and 5% off list, delivered.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' Pure 13 80 13 35

Crown and Anchor. 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White Lead 13 80 13 95

O.P.W. Decorators' Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect 13 35 13 50

Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's R.R. Genuine, \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 31 00 18 00

5-lb. bottles 29 00 14 00

10-lb. bottles 25 50 13 00

25-lb. irons 12 50 12 50

50-lb. irons 11 75 11 75

100-lb. irons 11 00 11 00

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng. lish." white 2 65

"English." ordinary colors. 2 50

Benjamin Moore's "Egyp. tan" Brand 1 80

Canada Paint Co's Pure 2 65

Elephant 2 35

Freecotone, white 2 50

Freecotone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and Anchor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 55

Minerva, ordinary colors 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Low Bros. Hard Drying Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wp.) 2 55

Stephens' Floor Paint (Wp.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun. C.P. Ber-

ro's Co. gers

600-lb. bbls. 38¾ 38¾ 39½

250-lb. kegs. 39 39 39¾

100-lb. drums. 40 40 40¾

50-lb. drums 40 40 40¾

25-lb. drums 40¼ 40¼ 41

1-lb. 100s 42¼ 42¼ 43

¼-lb. 100s 44¾ 44¾ 45

1-lb. 100s 43¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxberry Primer 2 25

PASTE WOOD FILLER

Per bbl. 2 50

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

PATTY

Standard Montreal Toronto

Bulk, in casks 2 55 2 67

Bulk, 100-lb. drums. 2 35 2 85

Bulk, 25-lb. drums. 2 85 2 85

Bladders, in bbls. 3 15 3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Liquid Slating, R.R. \$ 3 00

STAINS

Gal.

Oil and Split, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis. 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80

Copalline Varnish 2 25

C. P. Co's Sun Varnish 2 25

Dependon Light Hard Oil Finish 1 55

Dulcloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing liquid 1 05

Elastic Oak 1 70

Elastic Interior 2 80

Elastic Exterior 3 00

Elastic Exello 2 00

Everlastic (Floor) 2 30

Elastilite 2 25

"Plint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxberry light 2 60

Luxberry spar 4 10

Luxberry exterior 450

Marble-ite 2 30

Mar-Not 2 70

Martin-Senour finest inter'r. 2 60

Martin-Senour Wood-Var. 2 30

Maritime spar varnish 4 00

Dougall Transparent Wood Finish, Interior
Dougall Transparent Wood Finish, Exterior
Dougall Nogloss Varnish
Dougall Transparent Floor Varnish
Velvet Floor Finish

A hardware store stocked with these varnishes is well equipped. A good, steady, increasing trade and well satisfied customers are the results.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
 and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3 lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARs, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-23 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.10 per lb.;
cut, \$1.25 per lb.; rawhide, sides,
\$1.05; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
35%; 7-16 and larger, 20%; ma-
chine, ¾ and under, 25%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 20%; bolts, 65%; tire
bolts, 45%; sleigh shoe bolts to
¾, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coil, 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.40; No. 1,
\$5.40; No. 2, \$6; No. 3, \$6.60; No.
4, \$7.80 each.

CLEAVISES, MALL. 7½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
46c per lb. Tinned, 30c; Braziers'
soft copper, 10-24ft. 26c; 27½¢.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
½ in. round shank, 40 p.c.
Bavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIGURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14½¢ lb.; 125-lb.

kegs, 15½¢ lb.; 10-lb. jugs, \$1.85
each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.
FILES, Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$4.35 per case.

GALVANIZED WARE. Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,
\$1.25; 5, \$1.80; 6, \$2.35; 8, \$4.10;
10, \$5.85; 12, \$8.35.

HORSESHOES

Iron, No 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED Apollo and

"Fleur Premier de Lis"

10¾ oz. or 28 Eng...	7 70	7 50
28 Am. or 26 Eng...	7 50	7 25
26 Am. or 26 spec...	7 20	6 95
22 and 24	7 05	6 55
18 and 20	6 85	6 45
16 Am.	6 70	6 25
14 Am.	6 50	6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1.05; boiled, per
gal., \$1.08.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.60
base; Winnipeg, \$4 base. Cut,
f.o.b., Winnipeg, \$4.

NAILS, HORSE

Capwell, 10 per cent. off list.
NETTING. Poultry, 40 per cent.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.00; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.
Hexagon, small lots, 1c advance
over list; case lots, net list.

OIL CANS.

	Gal.	Tin	vanized
½ gal., dome top....	\$2 14	\$...	\$...
1 gal., dome top....	2 81	4 25	

2 gal., dome top 4 05 6 00
3 gal., dome top 5 20 8 65
5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 16½¢ gal.;
Royalite oil, 17c gal.; Palatine
oil, 20½¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 42c; Polarine oil, 60c gal.;
Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch. \$6.45; ¾, \$6.55; 1½,	
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,	
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,	
\$47.15; 3, \$61.65.	

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1½,	
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,	
\$11.30; 1½, \$12.50; 2, \$18.18; 2½,	
\$30; 3, \$39.25; 3½, \$47.25; 4,	
\$56; 4½, \$68.78; 5, \$80.10; 6,	
\$103.95.	

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch. \$4.50; 8
inch. \$4.75; full polish, 6-7 inch.
\$5.50; 8 inch. \$5.75; Black sheets,
\$4.65; 8 inch. \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUNITY

100-lb. irons 3 25
25-lb. irons, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURS

Iron rivets, 20 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14½¢ base; pure Manila,
23c base; British Manila, 18½¢
base; lath yarn, 14c base; African
hemp, 17½¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).
33 1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quota-
tions, making discounts in all
cases 5 per cent. less. All quota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%
coach, 45%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50

26 gauge 4 60
28 gauge 4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10½¢ base; square tool
11½¢ base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 and 12 gauge, \$4.55; 14 and
16 gauge, \$4.50; 17 to 24 gauge,
16 gauge, \$4.25; 17 to 24 gauge,
\$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1½ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

Per Box

20 x 28 I.C. 12 25

20 x 28 I.X. 14 50

Terne Plates 11 00

TURPENTINE

Per gal., barrel lots, 83c.

VISES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25% + 75c; full
boxes, iron, 20% + 75c.

WHITE LEAD

5-ton lots, \$13.35; ton lots,
\$14.85.

WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Fort
William, \$3.90 Winnipeg; Glidden
Cattle, 2 pt., \$3.50 Fort William,
\$3.75 Winnipeg; Baker 2 pt.,
\$3.45 Fort William, \$3.70 Winni-
peg; Winnipeg, \$2.95; plain twist,
per cwt., Fort William, \$3.35;
Winnipeg, \$4.65; coil spring, No.
Plain galvanized, No. 9, \$4.00
9, Fort William, \$3.80; Winnipeg,
\$4.10; coil spring, No. 12, Fort
William, \$4.00; Winnipeg, \$4.30;
Fort William, \$4.30 Winnipeg;
o. 12, \$4.20 Fort William, \$4.50
Winnipeg.

Patented screen, in 100-ft. rolls,
\$2 per hundred sq. feet; in 50-
ft. rolls, \$2.10 per 100 sq. ft.

WIRE, PLAIN

\$3.15.
Bale ties, 14 gauge, single loop,
\$1.90 Winnipeg; \$4.50 Fort Wil-
liam.



Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS



"Silkstone" is a business-builder—a producer of substantial profits—giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable*. Is more economical than distemper colours and can be used where distemper cannot.

Dries smooth as silk, hard as stone.

Send us a trial order and test its selling qualities.

Have we an agent in your town?

If not, write us for agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite-Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
 135 WILLIAM ST. NEW YORK



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
 PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Pellee Plates.

SEYMOUR SHEARS
 have been the Standard for over eighty years

**TAILOR SHEARS
 TRIMMERS
 BANKER SHEARS**


**BARBER SHEARS
 LADIES' SCISSORS**


TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.
 Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
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 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F.W. Lamplough & Co., Unity Bldg., Montreal

Box Printing Plates
 Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
 HAMILTON, ONT.

HEADQUARTERS FOR
SPRAYERS, 5 kinds
PATENT STOVE PIPE, Split Rivets
ASH SIFTERS, The expanded metal one
COLLINS MFG. CO., Toronto


ASSIGNEES AGENTS LIMITED
 154 Simcoe Street, Toronto

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 Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Lightning Rods
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**CHURCHES
 SCHOOLS
 CHIMNEYS
 RESIDENCES
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 ALL PURE COPPER.
 Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.
 We have a good agency proposition.
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 408 Park La Fontaine. MONTREAL

**The Aylmer Superior
 Lever Lift Pump**


 fitted for hand use. Has close revolving top and handle bearer, full six-inch stroke, wood handle, and is easy working.
 This style of lever and fulcrum has several advantages over the ordinary style. Having short stroke, the power is greater, making it work easier. The handle, being wood, they are not so liable to break in frosty weather. Readily converted into a Windmill Pump.
 Built for long duty under severe service.
 A good profit-maker.
Aylmer Pump and Scale Company, Limited
 Aylmer, Ont., Canada.

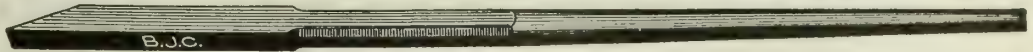
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 Quickness
 and Economy**
 that fills a long-felt want


**THE
 "CANNON
 OILER"**

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.
SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.
TRY IT. THE SALES WILL SURPRISE YOU!
R. E. BLOOMER
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CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

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**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

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THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

GIVE YOUR CUSTOMERS BEST VALUE IN BROOMS

If you investigate our line you will find that we can offer you a splendid proposition. Good brooms, well made from the finest American corn—Brooms that will last—Brooms that will give entire satisfaction to your customers. It will pay you to investigate.

American Broom Works, St. Basil de Portneuf, P.Q. 309 King St. West, Toronto
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Brooms

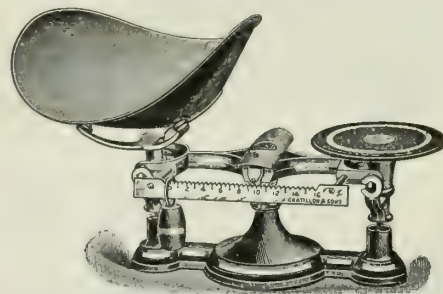
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Quality

may always be had by ordering our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

CHATILLON SCALES

are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

They will bear the most critical Government inspection.

We also make a great variety of scales to order, for special purposes and in various capacities.

Scales for testing, counting, estimating, etc.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835

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The PURITAN REFRIGERATOR Sells Easily

because it combines quality construction and moderate price.

DESCRIPTION

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman Gold Trimming.

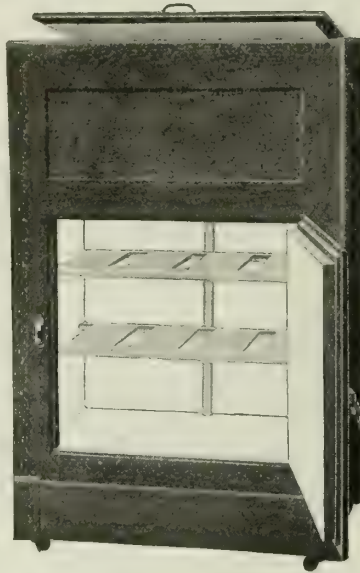
Fully Guaranteed

We also manufacture a splendid line of Screen Doors and Window Screens.

Write for full details and prices.

Our line comprises over 45 styles of refrigerators ranging in price to meet the demand of those who want a cheap refrigerator to the demand for the very best.

The Sanderson-Harold Company Ltd.
PARIS, CANADA



PEERLESS LAWN FENCING

Enhances Property Values

A BEAUTIFUL lawn fence gives any piece of property that symmetrical, pleasing, orderly appearance that not only affords its owner a keen sense of pleasure and satisfaction while occupying the premises, but when offered for sale, it brings a better price. It's an investment—not an expense.

Peerless Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag. In addition to galvanizing, every strand is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless Ornamental Fence is made in several styles. It's easy to erect and holds its shape for years.



Send for fr a catalog. If interested, ask about our farm and poultry fencing. Agents nearly everywhere. Agents wanted in open territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man. Hamilton, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



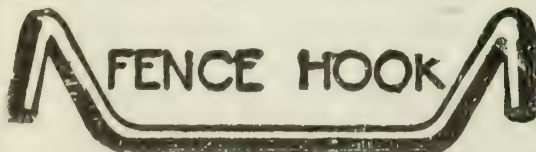
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GALVANIZED FENCE HOOK

FOR FASTENING WOODEN PICKETS ON WIRE FENCES



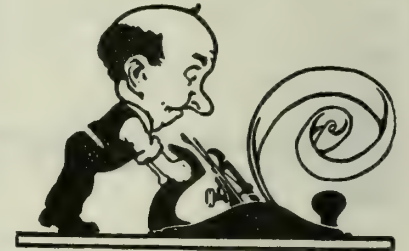
FENCE HOOK

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

"National" Block Planes

Have the quality that enables them to stand up to a large amount of work without becoming dull and are very easily adjusted.



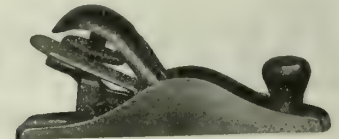
BLADES are made of a special high grade Sheffield steel, are very finely tempered and accurately ground and honed.

FRAMES extra heavy — japanned finish.

The "National" Line ensures you a good profit and makes satisfaction double-sure.

Be sure to drop a card for the NATIONAL CATALOGUE, showing our complete line of MACHINISTS' AND WOODWORKERS' TOOLS.

All illustrations contained in catalog are actual photographs of goods.



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Manufacturers of

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PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

Agnes C. Laut

Discusses what the effect on Canada would be "If Uncle Sam Goes to War."

Arthur E. McFarlane

begins an enthralling mystery story, "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

Robert W. Service

begins a new series of his virile poems—"My Mate"—written somewhere in France.

Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

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is an all-Canadian magazine of surpassing interest to every true Canadian. It is its Canadian savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

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A mystery problem brilliantly solved

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

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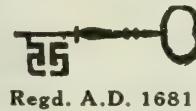
HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

"Sheffield made, Both haft and blade."

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1768



Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.)
Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

GOLD MEDALS—GRAND PRIX

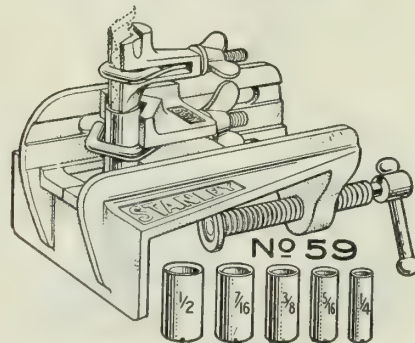
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DOWELING JIG

A most unique tool that will enable the user to bore dowel holes in the edge, end or surface of work with the greatest ease and with absolute accuracy.

A tool that will immediately commend itself to Carpenters, Cabinet Makers, Pattern Makers—in fact to every artisan or amateur who has occasion to do any kind of doweling.

A special circular describing same in detail is ready for distribution. May we send you some with your imprint? They will interest your wood-working customers and bring you business.

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NEW BRITAIN, CONN. U.S.A.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
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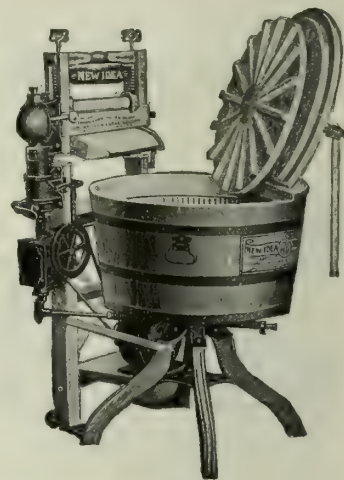
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NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

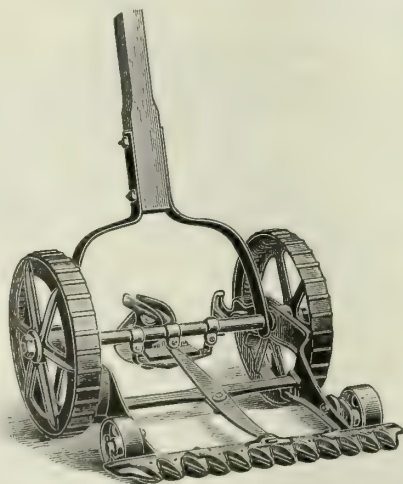
It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by
Cummer-Dowswell, Limited, Hamilton, Ontario



The "Clipper" Mower

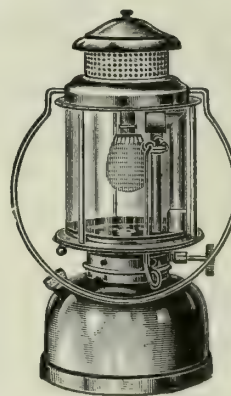
This Clipper Mower is built on the right principle. It will not kill the grass, as this mower does not touch the grass until it cuts it.

The cutter bar is directly in front of the wheels. The wheels on a "Clipper" will never roll down the grass, as do the wheels on other mowers. The small gauge wheels at the sides are set at the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground. In fact, we believe that this is the only lawn mower for you to sell.

Write for information and prices and learn about our exclusive territory to dealers.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, $\frac{1}{4}$ cent per hour, Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

**National Stamping & Electric
Works**

470 S. Clinton Street, Chicago

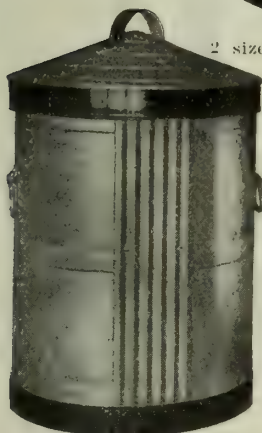
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CANADA SANITARY CAN

For Ashes
Garbage and
General
Purposes



2 sizes—14x15 and 15x17



2 sizes—16x22 and 18x26



3 sizes—16x27, 18x27 and 20x27

Strength and durability are something that everybody looks for in a garbage can.

YOU'LL FIND "CANADA" CANS GOOD SELLERS because they are reinforced with metal staves so as to withstand to the greatest extent possible the abuse to which such cans are subjected.

"Canada" Cans are sanitary. The inside is free from dirt-catching corrugations.

"Canada" cans are distinctly finished. They appeal to customers at first sight.

Sold by all leading jobbers.

J. SAMUELS
275 Queen St. West, Toronto

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
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Webb, Ltd., Winnipeg.
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Vancouver.



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK.

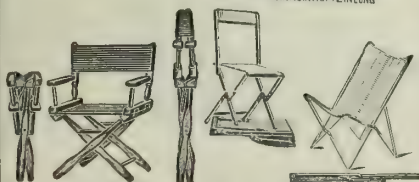
PICKLES

6 FT. 6 IN. LONG

2 FT. 3 IN. WIDE

GUARANTEED TO SUPPORT OVER HALF A TON

4 IN. X 9 IN. X 3 FT. 2 IN. LONG



J. PICKLES, 159 Portage Ave. E.
WINNIPEG

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: **A. RAMSAY & SON COMPANY, Montreal.**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

BUFFALO BRAND



Oils, Lubricants and Specialties

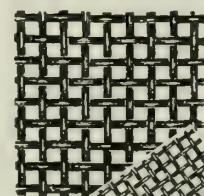
are

The **ONLY** Oils in Western Canada which
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer
in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has
your interests at heart, and protects you in this way.



Wire Cloth

of every description



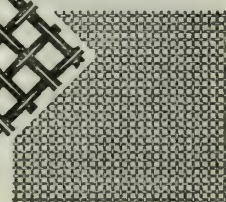
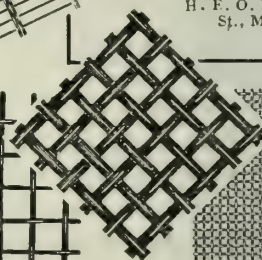
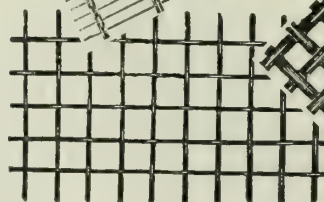
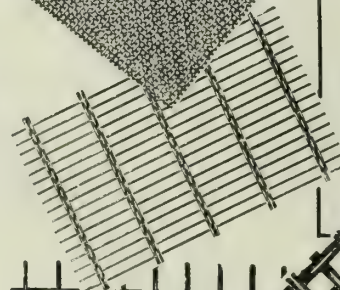
Our Double Crimp
process of weaving en-
sures a very rigid fab-
ric. Our production is
second to none. Our
prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron
Goods Company**

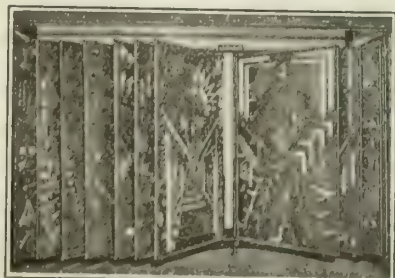
Hamilton, Ont.

Eastern Representative,
H. F. O. Bull, 184 Mance
St., Montreal, Que.



BEL-AIR DISPLAY STAND

MADE IN CANADA



Unequal for Hard-
ware display.

Shows the goods
to the best advan-
tage.

Saves time and
space.

Send for catalogue
and price list.

Belair Tank & Tower Co., Ltd. Cor. Moreau & Ontario E. Montreal

More Dollars

You can make "Dollars Grow" out of your spare
time. Spare-time efforts have made hundreds
of dollars for MacLean Representatives. To-day
there are in Canada, men and women, who find
that our proposition worked for an hour or two
daily provides for many of the added luxuries of
life. You supply us the time,—we'll supply you
the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

POSITION WANTED

HARDWARE POSITION WANTED, 12 years' experience, knowledge of bookkeeping and tinsmithing. City and country experience. Knows the art of selling. All references. Apply Box 283, Hardware and Metal. (21)

EXPERIENCED MAN WANTS POSITION as manager for plumbing goods department. Thirty-three. Married. Box 282, Hardware and Metal. (22)

WANTED — EXPERIENCED HARDWARE clerk with nine years' experience; twenty-eight years of age; served four years as manager and buyer. Wishes position in retail or traveller. Box 281, Hardware and Metal. (21)

FOR SALE

FOR SALE — FIRST-CLASS HARDWARE and furniture business in good mixed district in northern Alberta. Stock \$8,000. Turnover \$35,000. Town on railroad, near coal mines that employ six hundred men. Must sell at once. Apply Box 280, Hardware and Metal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf) **ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

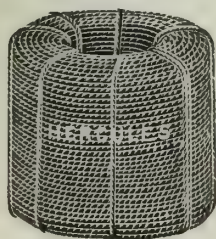
DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

FOR SALE

City hardware business as a going concern. Clean stock, largely bought before the rise in prices. Owner has gone overseas. For particulars apply to R. Easton Burns, Chartered Accountant, Kingston, Ontario.

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

In Your Own Home
you should have a

SWEeper-VAC.

No household is complete without one. Sweeps and cleans, but raises no dust. Does the work of a Power Vacuum cleaner, with no more labor than necessary to operate an ordinary carpet sweeper. Tell your lady customers this.



Write for Full Particulars

Frothingham & Workman, Limited
Montreal

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

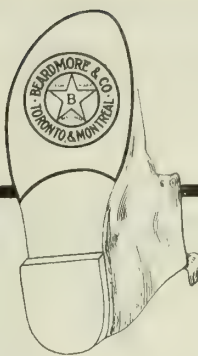
Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.



TRY A CONDENSED AD IN
HARDWARE AND METAL



"Star Brand" SOLES AND LIFTS

wear to a satisfaction that brings users back to you for their next requirements.

The quality of our leather is due to many years' experience in tanning and always aiming to produce a better line.

We guarantee Star Brand Soles and Lifts to outwear all others.

If your jobber cannot supply you, write us — we ship quickly.

BEARDMORE & CO.
Tanners
TORONTO and MONTREAL
CANADA



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

If interested, tear out this page and keep with letters to be answered.

Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter — circulars, counter stands, window display, slides, etc., which help materially.

WRITE FOR CATALOGUE AND PRICES.

**Interstate Electric Novelty Co.
of Canada, Limited**

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition

Saves 90% of "Tire Troubles"

ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS.

The Adamson operates different from all other vulcanizers — no steam or electricity is required.

It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS.

With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

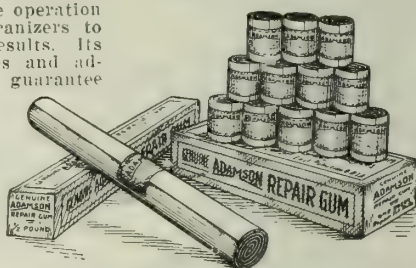
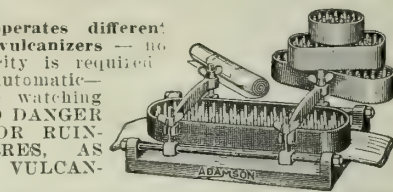
While this vulcanizer is just beginning to be pushed in Canada it is by no means new. There are over 500,000 in use—several times more than all other makes combined.

ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary. "It makes repair work a pleasure."

CIRCULAR GIVING FULL INFORMATION YOURS FOR THE ASKING.



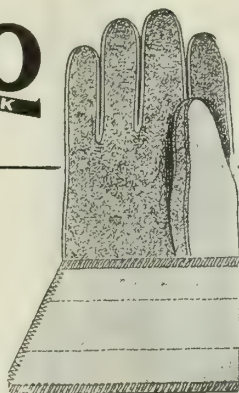
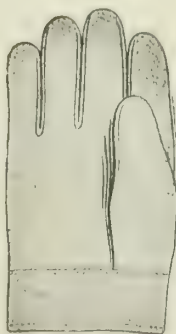
ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.

TAPATCO
REGISTERED BRAND TRADE MARK

"Tapatco" Brand Cotton Gloves

stand up under a wonderful lot of use and abuse.

They're made of the highest grade of Canadian materials, and men of long experience account for the excellent workmanship.



The "Tapatco" gloves are effecting a material increase in the dealers' business everywhere.

Our line embraces Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights. Also Leather Tip and Leather Face Gloves, and Jersey Gloves and Mitts, in Tan, Brown or Oxford.

If your jobber cannot supply you with this profitable line, accept no substitutes, but write us direct. We will assist you in securing it.

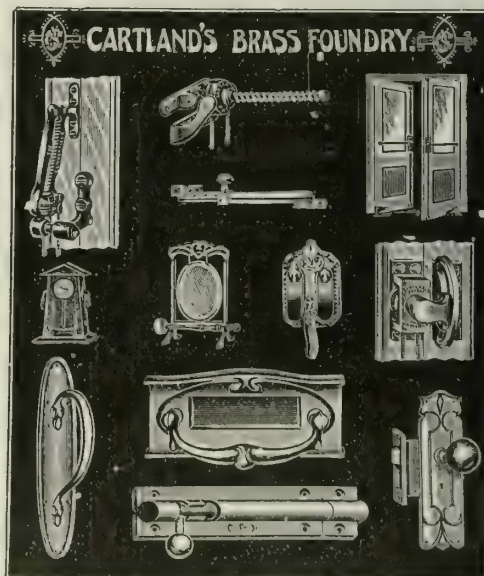
**THE AMERICAN
PAD & TEXTILE CO.**
CHATHAM, ONT.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

Russell Jennings Auger Bits

Two styles
of shanks,—
three threads for
boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.



Arctic Metal

FOR

HIGH
SPEED



Try It.

FOR

HEAVY
PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

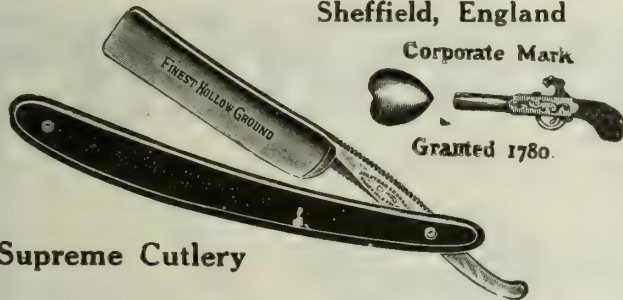
New York Montreal Philadelphia
London, Eng.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

THE BRITISH ALUMINIUM COMPANY, Limited

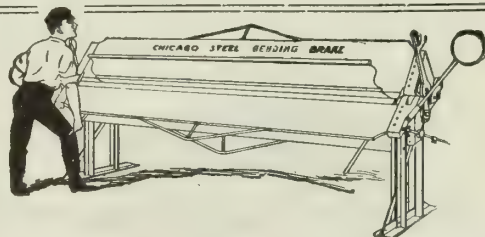
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL
COMMERCIAL FORMS

CANADIAN HEAD OFFICE :

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the
most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

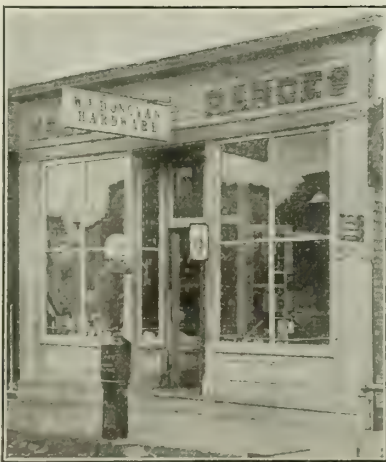
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A typical small town hardware store, but it gets the business.



This gasoline trade is easy to get and profitable.

Are you getting your share?

That string of autos that whiz by your store every week is worth stopping, Mr. Merchant. Whether they carry tourists or the better people of your town, this trade is worth trying for—it's worth your effort to stop them. Throw up the "stop" signal by installing a

BOWSER
ESTABLISHED 1885

"Red Sentry" Gasolene Outfit

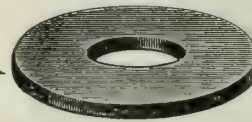
at the edge of the walk in front of your store.

Buy gasoline in any quantities you want; store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered. Now, Mr. Merchant, is the time to act to get this business during the 1916 auto season.

S. F. Bowser & Co., Inc., Toronto, Ont.
Branch Offices all Centers—Representatives Everywhere

Wrought and Steel Plate WASHERS

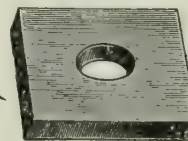
of all descriptions



Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.



Malleable Washers
and Cast Iron Washers.

Round & Square
Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.



A Straight Talk From the Manager

No. 38

A little over a year ago a prominent auto accessory supply house told us that there was no use trying to sell through the hardware trade, as their experience was that Canadian hardware merchants were not taking up the sale of accessories.

Last week the same man said to one of Hardware and Metal's editors: "Our business with the hardware trade is increasing very rapidly and we believe that before very long 50% of Canadian hardware merchants will be handling accessories."

Hardware and Metal takes to itself no little credit for having introduced this new and profitable line to the hardware trade of Canada. During the past year every fourth issue has featured Auto Accessories. Many interesting stories have been told of the success achieved by different hardwaremen in selling this line, and these have inspired other readers to do likewise.

Last, but not least, the advertising pages of Hardware and Metal have announced the newest and most profitable accessories being offered to Canadian hardware merchants. Subscribers who have studied these announcements have had further evidence of how it pays to read the advertisements in Hardware and Metal.

J. G. L.

If interested, tear out this page and keep with letters to be answered.

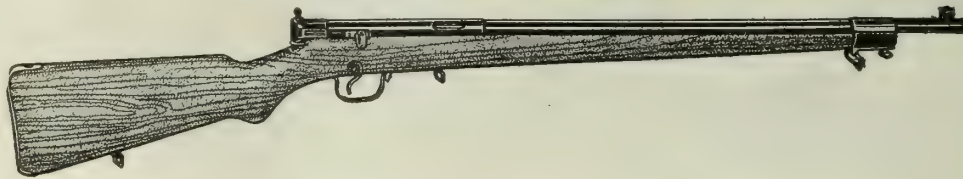
Many thousand boys want a Rifle for the Holidays.

You should make sure that each one gets his money's worth. Every Ross .22 Cadet you sell means good profit and a satisfied customer.

The **Ross .22 Cadet** will outlast and outshoot most other .22 rifles on the market. It looks like and possesses the accuracy and reliability of a fine military rifle.

The **Ross .22 Cadet** is built of the finest materials in accordance with the Government specifications for Cadet Corps, and retails at the very low price of \$12.00.

When ordering Ross .22 Cadet Rifles, do not forget to keep your stock of Ross .280's and .303's up to date. No Sporting rifle on the market surpasses them in accuracy and power at anywhere near their price



For Catalogue, Discounts, etc., address

ROSS RIFLE CO.

-

QUEBEC

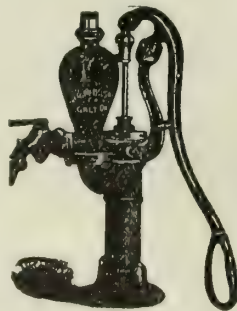
Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

If interested, tear out this page and keep with letters to be answered.



Your Babbitt Sale depends upon the Babbitt you sell

You can rest assured that you are making the most out of this business if you are selling

Hoyt Frost King

It is the choice of all who know. It means a saving in babbitt expense and machinery. It is especially designed for Saw Mills, Planing Mills, Threshing Engines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of stationary.

Over \$5,000,000 worth sold annually.

ORDER FROM YOUR JOBBER

HOYT METAL COMPANY

New York, N.Y.

London, Eng.

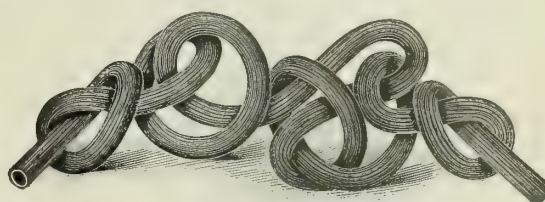
Factory and Offices,

EASTERN AVE. and LEWIS ST., TORONTO, CANADA

St. Louis, Mo.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto

Montreal

Fort William

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

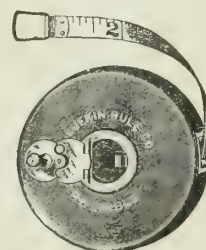
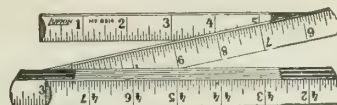
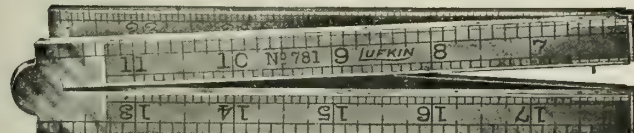
Vancouver

LUFKIN

ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



Measuring Tapes — Boxwood Rules — Spring Joint Rules
A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

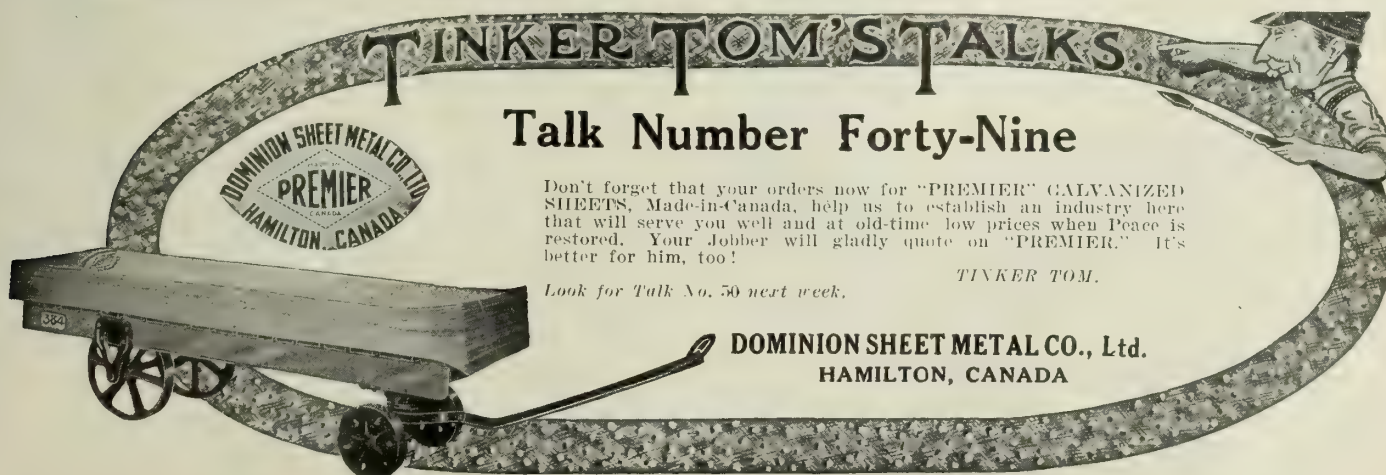
Talk Number Forty-Nine

Don't forget that your orders now for "PREMIER" GALVANIZED SHEETS, Made-in-Canada, help us to establish an industry here that will serve you well and at old-time low prices when Peace is restored. Your Jobber will gladly quote on "PREMIER." It's better for him, too!

TINKER TOM.

Look for Talk No. 50 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA





Socket Chest No. 300

Surely an addition to the fixtures of your store.

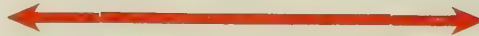


Socket Wrench Set No. 14

The "Complete-est" Wrench Set ever designed. Price, each **\$16.00**

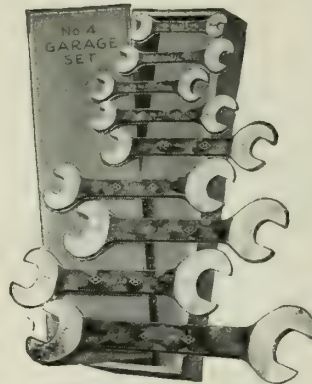
Ask for interesting New Wrench Book No. 183 C

Solves Your Wrench Problems



FREE DISPLAYS

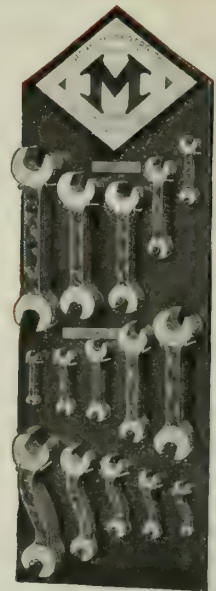
with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.



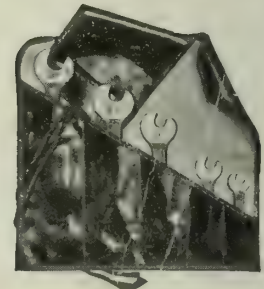
Garage Set No. 4

Covers all U.S. and S.A.E. nuts and screws from $\frac{1}{4}$ to $\frac{3}{4}$.

Packed in wooden box, List **\$5.72**



No. "Y" Display Board



Engineer's Open End Set

The ambition of the FRANK MOSSBERG CO. has been—
"To produce the finest WRENCHES made in those types that sell most quickly, and to sell this product at reasonable prices to deserve the loyalty of every consumer."

FORDS

for

Wrenches

Desirable

The Most



Ratchet Reverse Brake Pedal and Tension Spring Wrench No. 645

Price, each **67c.**



Wheel Puller No. 660 Indestructible, **75c**

These prices are Canadian List.

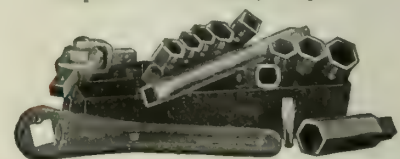
"675" contains all special wrenches needed.

Price, **\$1.60**

The "Net" Socket Wrench Set **\$5.35**



Repairkit for Fords, No. 675



Ford Socket Wrench Set No. 30

FRANK MOSSBERG CO.,

BRANCH OFFICES (Chicago - 180 N. Market St.
(for your convenience) San Francisco, 324 Underwood Bldg.

Attleboro, Mass., U.S.A.

Los Angeles, 503 Equitable Bldg. Nashville, Tenn.
Seattle - 214 Maritime Bldg.

REPORT OF SASKATCHEWAN R.M.A. CONVENTION

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 21

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

May 20

1916

QUALITY



ECONOMY

This Trade Mark

is your guarantee of the highest
quality cement made.

It is backed by a selling service that
means bigger profits for you.

Let us tell you how to increase
your sales of cement.

Address Publicity Department

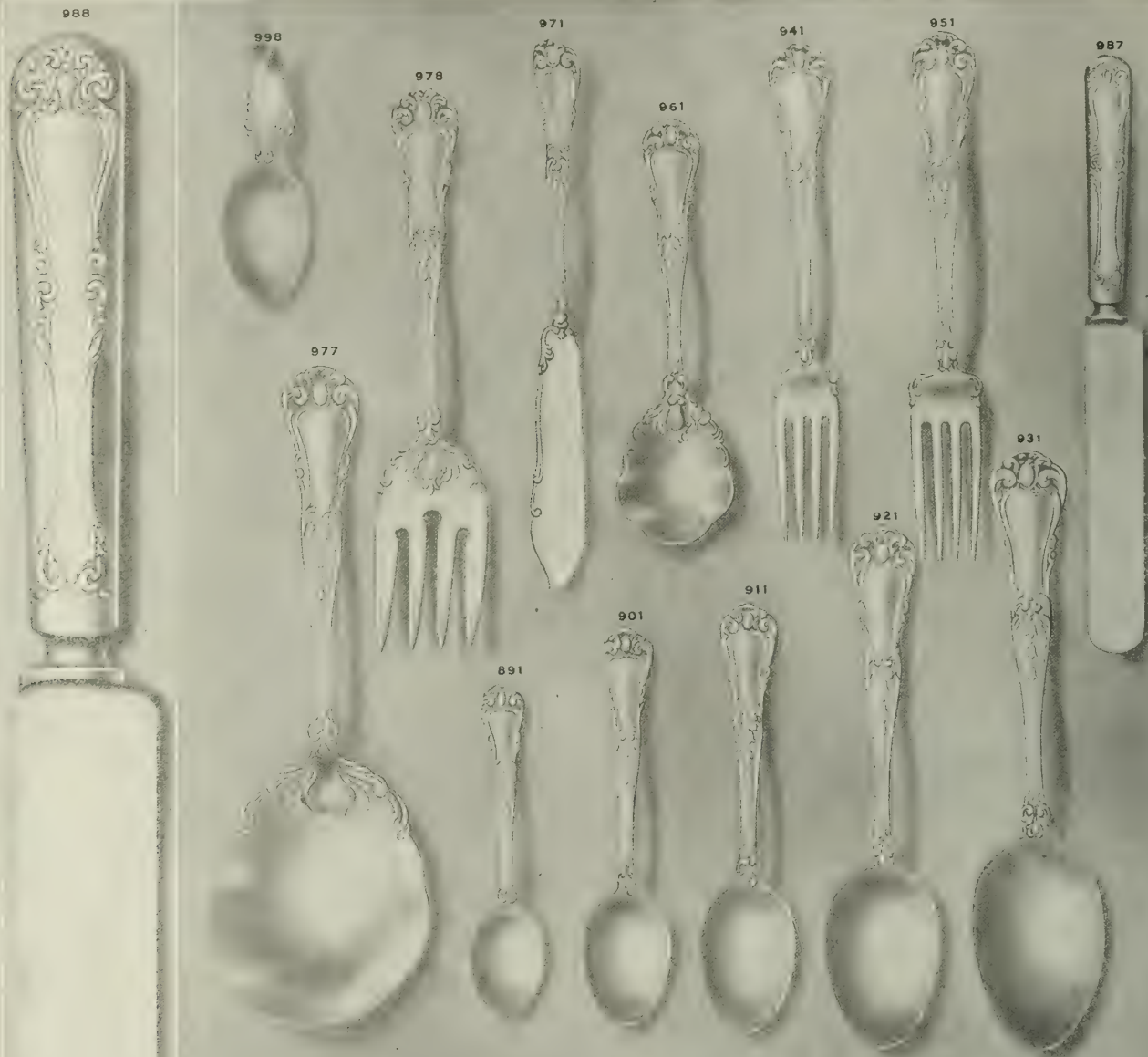
Canada Cement Company
Limited

399 Herald Building, Montreal

PERMANENCE

SATISFACTION

McGLASHAN, CLARKE CO., LIMITED, "SAXON" PATTERN



You can sell the "Saxon" on looks alone—the design is so beautiful. You can sell it on quality—plated in our Standard Plate on 18% nickel silver base. And you can sell it because it's Canadian—truly Canadian.

Write for prices.

McGLASHAN, CLARKE CO., LIMITED
NIAGARA FALLS, ONTARIO

**"P. & W.
Co."**

SMALL TOOLS

**PRECISION
QUALITY
DELIVERY**

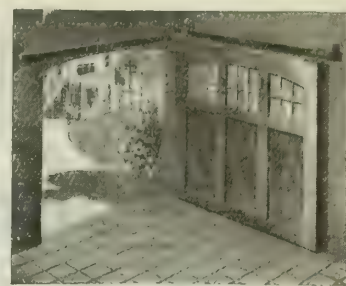
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.



Parallel
Doors for
Garage,
Drive,
Barn or
Warehouse.



Angle
Door
Hangers
for
Garage
or Barn

"A Hanger for Any Door that Slides"



Champion Trolley for Barn Doors

ARE YOU A MEMBER OF THE "R-W" FAMILY?

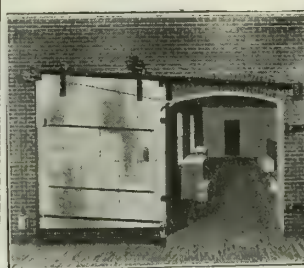
It's growing fast!

Fire
Door
Hardware.
All
Kinds.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Folding
Door
Hangers
for
Schools



The Bristles Hold

When a household broom or brush begins to lose its bristles, it is the dealer who sold it that has to shoulder the blame, and perhaps lose a customer.

It pays to sell only

"KEYSTONE" BROOMS AND BRUSHES

You can offer this brand to your customers with the assurance that the bristles will hold firmly and the brush or broom give absolute satisfaction in every detail.

Write for prices, etc.

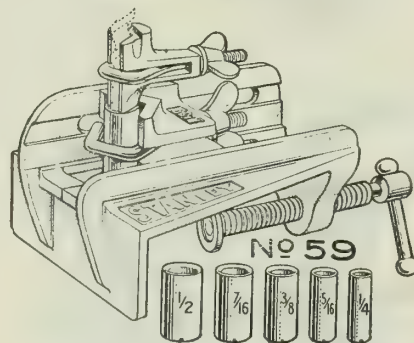
STEVENS-HEPNER CO.

LIMITED

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**Stanley
Tools**



DOWELING JIG

A most unique tool that will enable the user to bore dowel holes in the edge, end or surface of work with the greatest ease and with absolute accuracy.

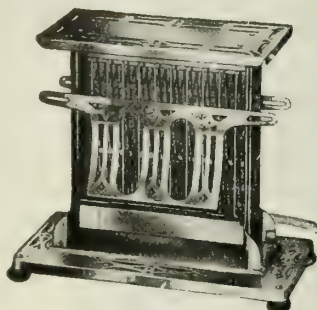
A tool that will immediately commend itself to Carpenters, Cabinet Makers, Pattern Makers—in fact to every artisan or amateur who has occasion to do any kind of doweling.

A special circular describing same in detail is ready for distribution. May we send you some with your imprint? They will interest your wood-working customers and bring you business.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

UNIVERSAL

Electric Home Needs



UNIVERSAL
Electric Toaster No. E944.

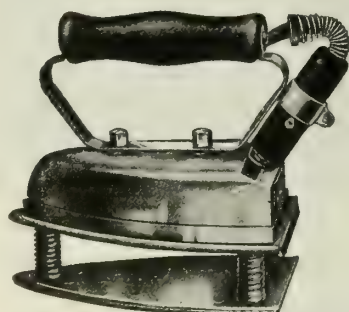
Base your summer selling campaign on a line of electrical devices which are well known by well doing.

Your customers are all familiar with UNIVERSAL Home Needs and they know that every article bearing the UNIVERSAL trade-mark will satisfactorily perform every service claimed for it.

The appliances shown here are especially suitable for summer business—they sell quickly and stay sold, allowing you a good margin of profit on every sale.



UNIVERSAL
Electric Coffee Percolator
No. E9637.



UNIVERSAL
Electric Iron, No. E9051
With Push Button Switch.

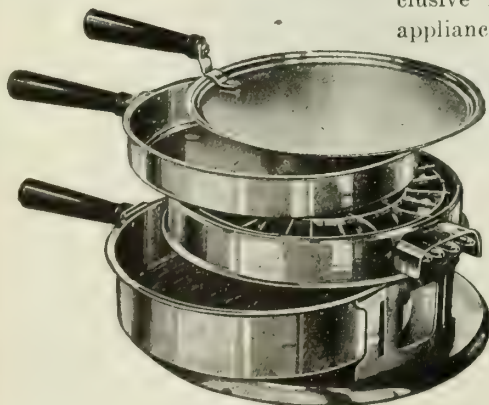
UNIVERSAL

When you sell UNIVERSAL Electrical Appliances you have several talking points that you won't find in any other line — points that will in nine cases out of ten clinch a sale with an undecided customer.

These points include the UNIVERSAL Fusible Plug Safety Device (in all UNIVERSAL Electric Home Needs designed to heat a liquid), which absolutely prevents all danger of the heating element burning out or setting fire to the table. This is an exclusive feature, found only in electrical appliances made by us.



UNIVERSAL
Tourist's Electric Iron
No. E9021



UNIVERSAL
Four Heat Electric Grill No. E984.

Another advantage in carrying UNIVERSAL Electric Home Needs is the promptness with which your orders are filled, making it possible for you to carry a small stock which you can turn over many times in the course of the year with an added profit on each turn-over.

**For prices, etc., write to
your Jobber or direct to us.**



UNIVERSAL
Electric Boiler No. E9932.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives: **A. MacFarlane & Company, Montreal**

If interested, tear out this page and keep with letters to be answered.

Disston Plastering Trowels

are

UNEQUALLED

in

Quality - Efficiency - Durability

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada and the United States.



They maintain the **High Standard of Quality, Workmanship and Efficiency** which has won **World-wide Renown** for **Disston Brand Goods** for the past 76 years.

We are headquarters for Disston Goods.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

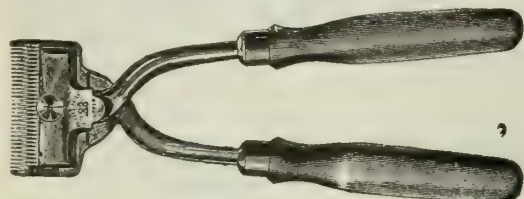
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

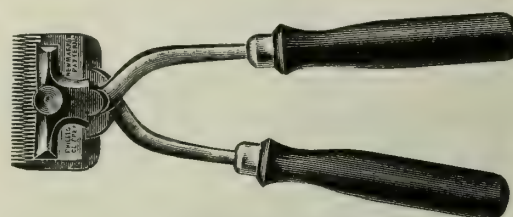
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

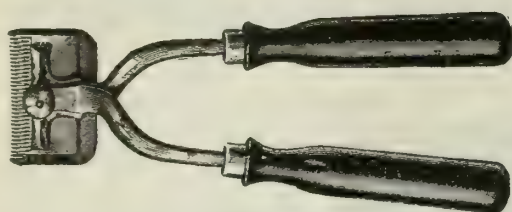
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about . . .

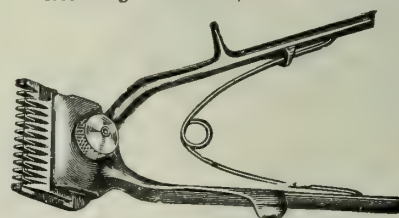


W MARKET PATTERN
Retailing at about \$1.75



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company
715 Park Avenue, Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

Accurate Layouts

Work Well
Laid Out Is
Work Well
Done—

Careful
Laying Out
Requires
Accurate
Tools

FOR this reason
the best work-
men insist upon
tools and measur-
ing instruments of
the very highest
grade, which they
can depend upon
absolutely.

Starrett Tools

are almost invariably found in the kits of expert workmen because they are recognized throughout the world as standard. The store handling this line attracts the trade of high class machinists.

2100 styles and sizes, including micrometers, vernier calipers, dividers, combination squares, steel rules, steel tapes, calipers, hack saws and many others.

Write for Free Catalog No. 21-M.A. prices and discounts. We deal direct with hardware stores.



The L. S. Starrett Company

"The World's Greatest Tool Makers"

ATHOL, MASS.

LONDON

NEW YORK

CHICAGO



If interested, tear out this page and keep with letters to be answered.



Get the Local Workmen

shop superintendents, shop foremen and employers coming to your store for files. Let them know that you carry the Famous Five Files:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

They know the Famous Five as well as, if not better than, you do. They know their quality. They know they are Nicholson-made. They know that no other files give them such satisfaction.

Consequently, there is no reason why, if you handle things right, and sell the Famous Five, you should not get all of the file business in your locality.

The demand is there. It only remains for you to supply it.

Write for our catalogue and terms; also for a copy of "File Philosophy." You will be interested in it.



The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC

Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

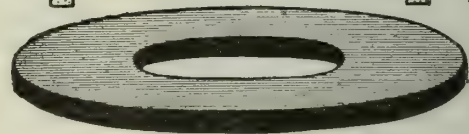
Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

Both Glad It's Plymouth

As someone put it, "Advertise, then advertise some more, then keep on advertising."

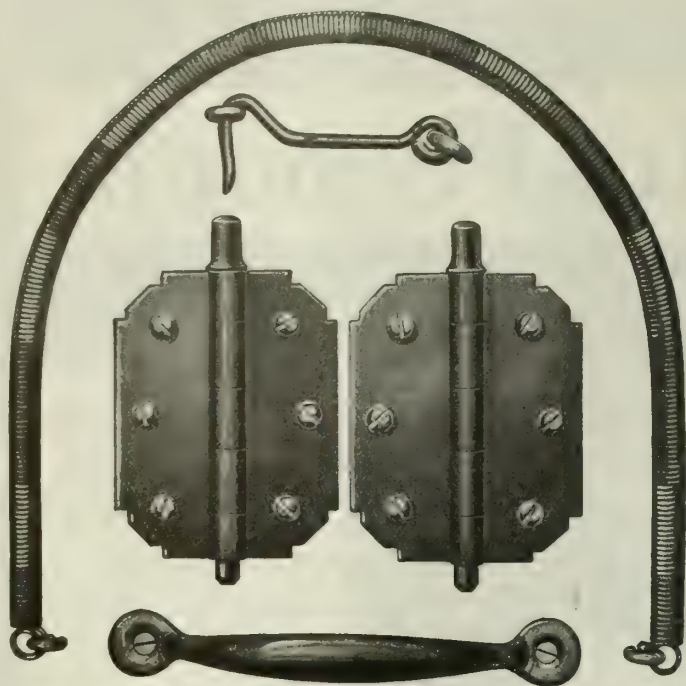
Good advice. And, as you apply it, remember there's as much reason to be glad when selling a man rope as when selling him anything else—and just as much advertising value in showing it.

Provided, of course, the rope is a reliable high-grade article like Plymouth Manila.

PLYMOUTH CORDAGE COMPANY,
NORTH PLYMOUTH, MASS. WELLAND, ONT.
INDEPENDENT CORDAGE CO., LTD., TORONTO, ONT., Canadian Agents



If any advertisement interests you, tear it out now and place with letters to be answered.



No. 175 SCREEN DOOR SET

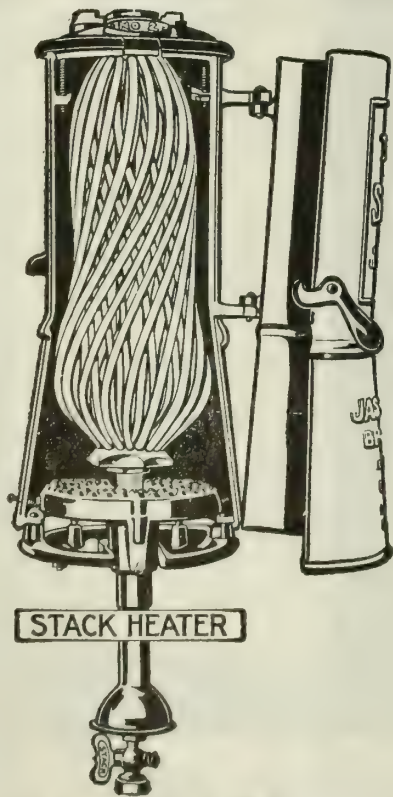
Order Your Hardware for Screen Doors **NOW**

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes
quicker than the average heater.

The STACK raises the temperature of 5 gallons
of water 28 degrees higher in 10 minutes than the
average heater.

The STACK will heat 3 gallons more in 10 min-
utes than the average heater.

The STACK shows 15% greater efficiency than
the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.



Quality

Service

The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited

HAMILTON ■ TORONTO

MONTREAL

WINNIPEG



If interested, tear out this page and keep with letters to be answered.

Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter — circulars, counter stands, window displays, lantern slides, etc., which help materially.

WRITE FOR CATALOGUE AND PRICES.

**Interstate Electric Novelty Co.
of Canada, Limited**

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition

A good profit-maker for
your Auto-Accessory
Department.

ADAMSON Vulcanizers

FOR TUBES AND CASINGS.
The tire is repaired without de-
flating or removing it from the
car.

Absolutely automatic.

Place the patch—attach the vul-
canizer, put in gasoline—light it.
No further attention is required.
It can't burn, scorch or injure
tube or casings. It can't fail to
do its work. So simple anyone
can operate it.

Over 500,000 in use. Not a single
one has failed to give pleasing
results.

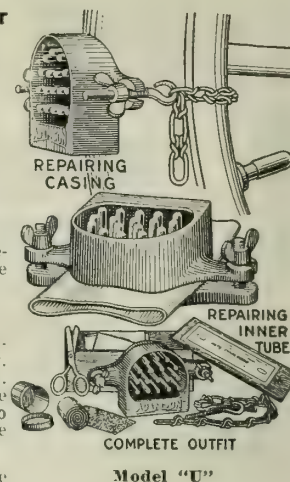
Saves 90% of "Tire Troubles."

ADAMSON REPAIR GUM

Essential in the operation of Adamson
vulcanizers to ob-
tain the best re-
sults. Its exclu-
sive qualities and
advantages are a
guarantee against
failure. No cement
is necessary.



ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.



See That Coupon?

IF that *same coupon* pointed to a \$50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra \$5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

The MacLean Publishing Co.

LIMITED

143-153 University Avenue

TORONTO

••

ONTARIO

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Ont.

Gentlemen:—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right—Rush full particulars. I'm interested.

Name.....

Address

If interested, tear out this page and keep with letters to be answered.

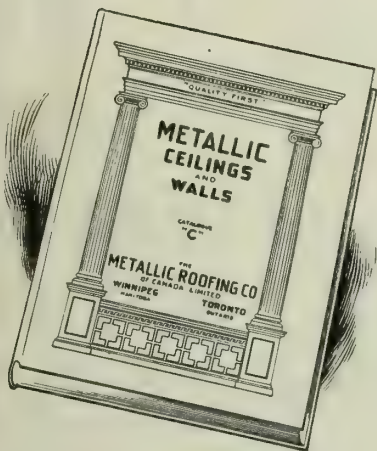
"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

This New Catalogue

of

Metallic Ceilings and Walls



will increase your sales immensely.

It is the finest catalogue of its kind ever published by a Canadian maker. Hundreds of beautiful illustrations of handsome, exclusive designs never shown before in Canada.

OUR SIMPLIFIED PRICE LIST

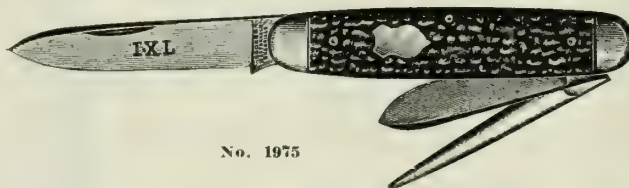
enables you to figure the cost of any job quickly and easily. Makes a pleasure of estimating instead of a worry.

WRITE US TODAY

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



No. 1971C



No. 1975



No. 611

CELEBRATED I·XL CUTLERY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.



No. 1945



No. 292T



No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



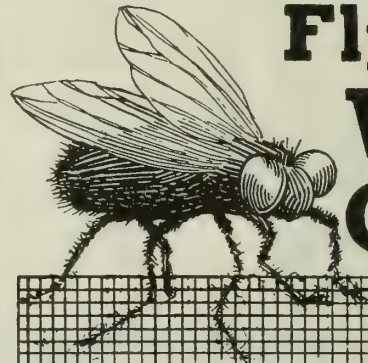
High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen
Wire Cloth is a very profit-
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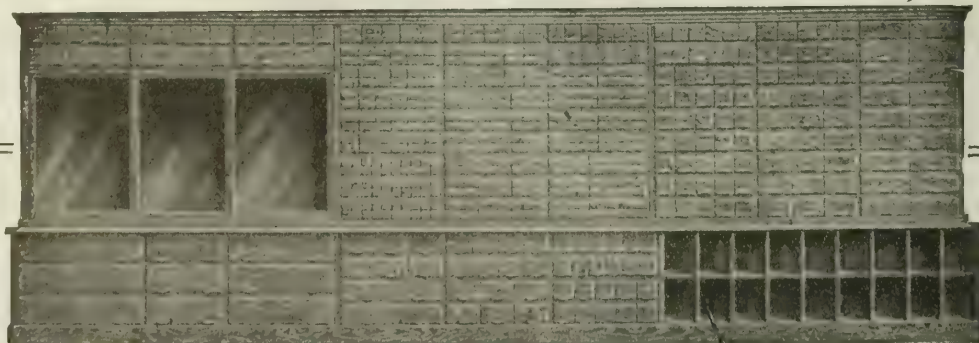
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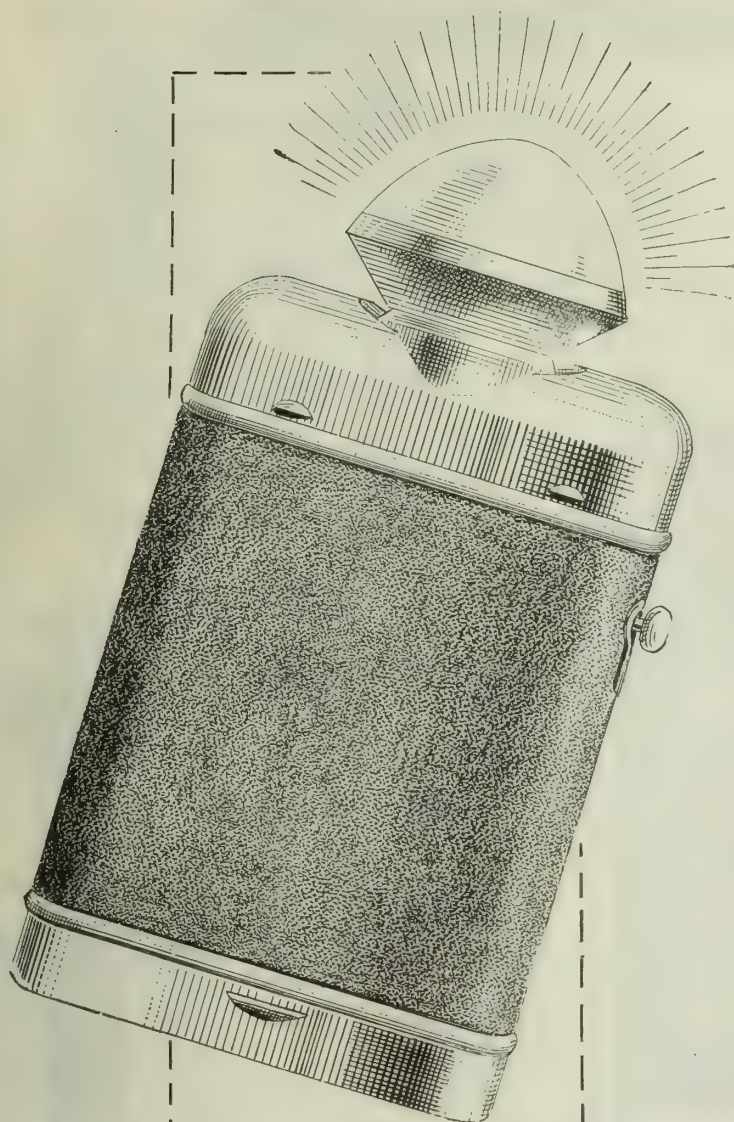
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Made of brass, nickel-plated, and hinged both at the top and bottom. It is finished in either green or brown leatherette covering, and has a $1\frac{1}{2}$ brilliant oval bull's-eye lantern.

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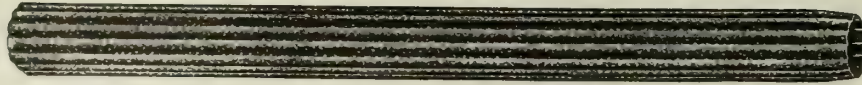
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Ship Through My Jobber.
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Save time by using our easy-fitting Conductor Pipe

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WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

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They Look Well, Sell Well and Last Well.

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*IT PREVENTS WASTE DUE TO
EVAPORATION, LEAKAGE AND
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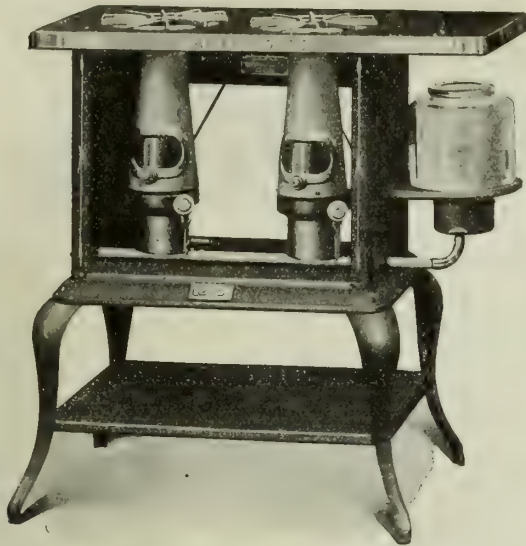
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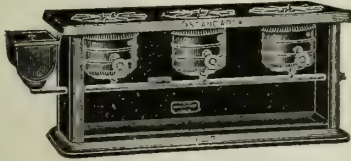
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The Standard

DAVIDSON'S FOR Gasoline and Oil Stoves

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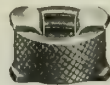
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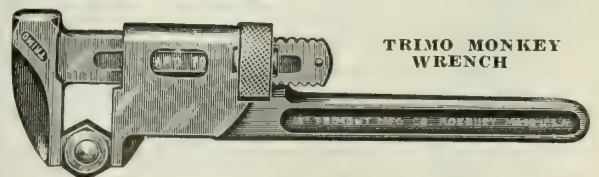
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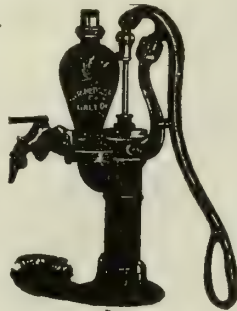
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You appreciate the only way to hold trade is to sell satisfaction with every article.

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Scale Makers Since 1835

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You know the Dominion quality—the result of a knowledge of requirements and an ability to not only live up to them, but to keep the product perfect in shooting qualities. You know the Dominion service — complete stocks with all jobbers.

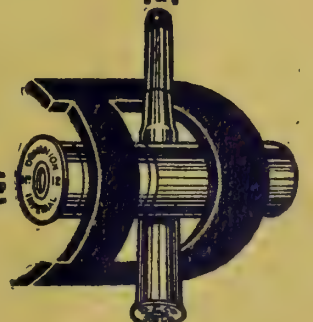
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120 St. James Street,
Montreal



DOMINION HAND-TRAPS

in your stock make larger sales of ammunition possible. There is a good profit in renting traps to your customers. Write us for prices and booklet.



A Straight Talk from the Manager

No. 39

ONE day this week I was talking to a keen business man who manages the Canadian plant of a large United States concern. He told me that the Purchasing Agent of his firm by closely studying market conditions, had, within the past year, saved his company \$700,000 in anticipating advances in price.

In these days of spectacular price changes and new sources of supply, it is the studious hardware merchant who is able to recognize opportunities, and seize them in time to make money out of them.

Every week, Hardware and Metal's Market Reports contain information of the highest value to the wide-awake subscriber, and the advertising pages always tell about many new articles with profit possibilities.

It costs money **not to** study Hardware and Metal's every issue.

J. G. L.



28 "Service" Branches
throughout Canada

**Canadian Consolidated
Rubber Co., Limited**

Montreal, P.Q.



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Six factories and twenty-eight "Service" branches at central points throughout Canada, so as to ensure prompt shipments, afford a service that is not equalled in Canada.

Back of all is the warranty that the Dominion Rubber System qualities are absolutely worthy and dependable.

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Write for catalogue and price list.



**Canadian Consolidated
Rubber Co., Limited**

Montreal, P.Q.

28 "Service" Branches
throughout Canada



If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, MAY 20, 1916

No. 21

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MORE than a half million garages will be built this year and many of them will have

STANLEY Garage Hardware

It should be possible for you to secure not only the sale of hardware for all new garages constructed in your neighborhood, but to put the Stanley Garage Door Holder No. 1774 on a great number of old garages.

Many of your customers have doubtless had the garage door swing shut and smash a lamp—or bend a fender—or scrape the paint. They very likely said several things, concluding with "I must drive some stakes and hook those doors back." Tell them not to do this but to buy a pair of Stanley Door Holders No. 1774 from you, and that you will arrange to have them applied to the doors of their garages if desired.

If you have not received your copy of our Garage Hardware Catalog, write for it. We will do a great deal to help you sell Stanley Garage Hardware. May we tell you about it? A line addressed to our Service Dept. will have prompt and careful attention.



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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is through and uniformly galvaized.
This means uniform wear.

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MONTREAL
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Charcoal Tinplates

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Tissue Packed.

Specify "DOMINION CROWN"
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A. C. LESLIE & CO., LIMITED
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Retailers Fight for Existence

Most Successful Convention in History of Saskatchewan Retail Merchants' Association Held at Regina—New President Elected—Initiation Fee to be Increased After End of Year.

The following report of the Convention of the Saskatchewan Retail Merchants' Association was made for the MacLean Trade Papers by G. D. Davis, editor of Hardware and Metal, who made the trip to Regina especially for that purpose.

THE merchants of Western Canada are to-day putting up a strenuous fight for their very existence. This was clearly demonstrated at the third annual convention of the Saskatchewan provincial branch of the Retail Merchants' Association of Canada, held at Regina last week. It is freely admitted by wholesalers and retailers in many lines of business that certain large mail order houses are to-day securing an almost unbelievable amount of business right under the noses of the wholesalers and retailers of the prairie provinces. Unless the gigantic operations of the mail order houses receive a severe check in the very near future, it is not improbable that many retailers will be forced to close out their businesses, or exist on the scrapings which are left after the mail order houses have fine-tooth-combed the community and secured the cream of the business.

Awakened to Serious Condition

Unfortunately for some mercantile firms in the West they have awakened to the seriousness of mail order competition about five years too late.

Despite the repeated warnings of the trade press, and of officials of retailers' organizations the majority of the retailers were apathetic, and for a number of years allowed matters to drift, until they were actually forced to take notice of the changed order of things.

To-day they are confronted on every hand with quotations from mail-order catalogues. They see distributing warehouses for mail-order houses being erected in their very midst, and in some cases the retailers are receiving letters from wholesalers who frankly admit that they are unable to supply certain lines to the retailer at a price as low as the mail-order house quotes to the consumer. The keen competition of the mail-order houses is being felt by merchants in almost every line. It is not confined to any one line. It is felt by the dry goods

merchant, hardware merchant, men's wear merchant, grocery houses, harness shops, general store merchants and others.

Merchants Hear How Others Suffer

All the aforementioned branches of trade were represented at the retailers' convention. Dry goods merchants were surprised to hear how hardware merchants were suffering from mail-order competition and vice versa.

Not a few of the delegates were amazed to find out that one of the largest and most modern buildings recently completed in the convention city is to be operated as a mail-order distributing warehouse for one of the largest—not the largest—mail-order houses in Canada.

Saskatoon a Mail Order Centre

Still further surprise was evinced when the members were informed that Canada's largest mail-order house had within the past few months opened a

large mail-order distributing plant at Saskatoon, the city in which last year's convention was held. Thus in the short space of less than a year mail-order distributing plants have been established in the two cities in which the retailers have gathered to discuss mail-order competition and other problems affecting their interests. And it is not improbable that the mail-order houses will in the near future launch other methods of feeding the West in a manner which is at present untalked of, or possibly undreamt of among the retail or wholesale trade.

Working by Well-Devised Plan

That the mail-order houses are working on a carefully thought-out and well defined plan is clearly evident to those who are making a close study of the operations of the mail-order houses. And when their plan of distribution is completed it will be a marvel of merchandising skill and ingenuity.



Victoria Square, Regina, Sask., city in which convention of Saskatchewan Retail Merchant's Association was held.

It is little wonder that the merchants of the West are looking for some relief that will assist them to combat the competition of the mail-order houses, whose numbers are increasing with marked rapidity.

Moose Jaw To Get Next Convention

A great deal of time was taken up at the convention discussing affairs of the Canadian Supply Co., and the Merchants Consolidated. Representatives of both companies addressed the convention and endeavored to show how their respective organizations could help the retailer to buy goods at prices sufficiently low to successfully compete with mail order houses. At times the discussions on these subjects grew rather warm, but the meetings were kept well in hand by President Maybee, and the convention closed by all members singing "Blest be the Tie that Binds," and the National Anthem.

Splendid addresses were delivered by H. O. Roberts, Minneapolis, Minn., secretary Minnesota Retail Hardware Association. The subjects treated by Mr. Roberts were: "Co-operation for Credits and Cash," "Community Interests." Reports of the addresses appear elsewhere in this issue.

It was decided to hold next year's convention at Moose Jaw, Sask.

Over 300 Delegates Present

Over 300 delegates attended the convention. The membership is now over 1,500, and there are 168 local branches.

Among other things the association decided to advance the initiation fee to \$25 after December 31. New members will be admitted at the present fee of \$12 until the end of the present year, when the new rate will go into effect. A report of the convention proceedings follows.

The Opening Meeting

No time was lost at the opening meeting of the convention. Promptly at two o'clock on Tuesday afternoon the platform was occupied by the speakers for the occasion. After rendering the retailers' version of O Canada, and the National Anthem, President Maybee called on Mayor Cowan to address the delegates. On behalf of the citizens of Regina, Mayor Cowan extended a hearty welcome to all those present. He hoped and believed the delegates would benefit greatly by their three days' session, and that as a result of their deliberations they would themselves be of greater benefit to the community in which they lived. The mayor referred to the great power and influence of the retail merchants of the province. He stated that he doubted if anyone, not excluding bankers or wholesalers, knew better the financial conditions existing than the retail merchants—the men who

had their fingers direct on the pulse of the purchasing public, and who should be in a better position to advise and direct, than any other body of men.

His worship stated that there were two things the retail merchants could do, that would assist materially in improving financial conditions. They could in the first place, assist in restoring the confidence of the buying public. In the second place they could and should make a strenuous effort to place the business of the province on a cash basis. He believed that the improved methods of cultivation now being carried on would have a good effect on business generally, and that improved methods resulting in



H. D. MACPHERSON
of Regina, Sask., elected 1st Vice-President Saskatchewan Retail Merchants' Association.

greater production were going to restore the financial standing of business.

Regina Going Ahead

W. G. Styles, president Board of Trade, in welcoming the delegates dealt with the financial situation in Regina. Mr. Styles stated that a number of new concerns are now establishing branches in Regina. He referred particularly to the new plant and equipment of the Imperial Oil Co., the building of which is now under way. The plant will cost in the neighborhood of \$1,500,000. Mr. Styles referred also to the value of co-operation between the retailers.

Local President Speaks

J. J. Polson, president Regina branch R.M.A., was the next speaker. He was introduced by President Maybee as the man who had made arrangements which enabled the delegates to enjoy themselves while in the city. Mr. Polson pointed out that in many of the store windows in Regina were to be found show cards bearing the following: "We

are members of the Retail Merchants' Association." "Wherever you see that sign," said Mr. Polson, remember that you are welcome in the store and you will find that the merchants will be glad to give you any information you may desire regarding business problems or places in the city.

Meeting With Wholesalers

President Maybee, announced that the association was now ready to talk to the wholesalers if any were present.

Henry Detchon, general manager Canadian Credit Men's Association, responded for the wholesalers. He was introduced by President Maybee as the man who originated and carried through successfully the Canadian Credit Men's Association.

Mr. Detchon after expressing his thanks for having been given an opportunity to be present, stated that he wanted to talk along lines which should have been taken up many years ago. In reviewing the subjects on the retailers' program Mr. Detchon referred to the similarity of these retailers' problems and those of the wholesalers. He believed that the interests of the wholesaler, retailer and farmer are almost identical. "I may not be able to convince you on that point, but it is my belief," said Mr. Detchon. "Farmers claim that the farm is the basis of all wealth. Canada is an agricultural country and if it were not for the farmer there would be no retailers or wholesalers. On page 12 of your program you say regarding the meeting of mail order and other competition: 'closer co-operation between farmers and retailers. Cater to their demands, rather than oppose them. Your interests are identical. The community needs you both. You believe the farmers and retailers' interests are identical. We believe, as I previously stated, that the interests of the farmer, retailer and wholesaler are identical.'"

Continuing, Mr. Detchon told of the recent formation at Winnipeg, of a joint committee of commerce and agriculture, composed of 20 representatives of the farmers, five from each of the four provinces. Also 20 representatives of the business interests composed of retailers, wholesalers, bankers, manufacturers, loan and mortgage companies, implement and railway companies and lumbermen. When we called a meeting at Winnipeg we found we all had grievances or thought we had. Many of them were petty in character and easily remedied when we got together and talked matters over. We recognized and were late in doing so that the basis of all wealth is the farm. In 1913 retailers, wholesalers and loan companies were doing a big business and making money easily. Business dropped in 1914. Wholesalers' business dropped nearly 50

per cent. and the retailers were not buying. We started to study the reason for the drop in business. It wasn't the war but it came. We called a meeting at Winnipeg and from that conference has grown what I believe will prove of benefit to all branches of trade in the West. Again let me say the interests of retailer and wholesaler are identical. If the retailers are prosperous we believe the wholesalers will share in the prosperity. The wholesalers must take an interest in the welfare of the retailers and not allow the interests of the latter to become endangered.

I have watched with pleasure the growth of your retailers' association in strength and numbers. We formed our association to protect the wholesaler, but soon found out that the retailer must be protected because the former cannot exist without the support of the latter.

My object in being here to-day is to try and bring about more co-operation between wholesalers and retailers. We have opened in our paper, the Credit Men's Journal, a department in which we will publish communications from retailers, and we request them to write us regarding any criticism they may have to make regarding our work or association. Mail order competition is a big problem in this country to-day. If the retailers are forced out of business by the mail order houses what will happen to the wholesale houses? The mail order houses will not buy from the wholesalers.

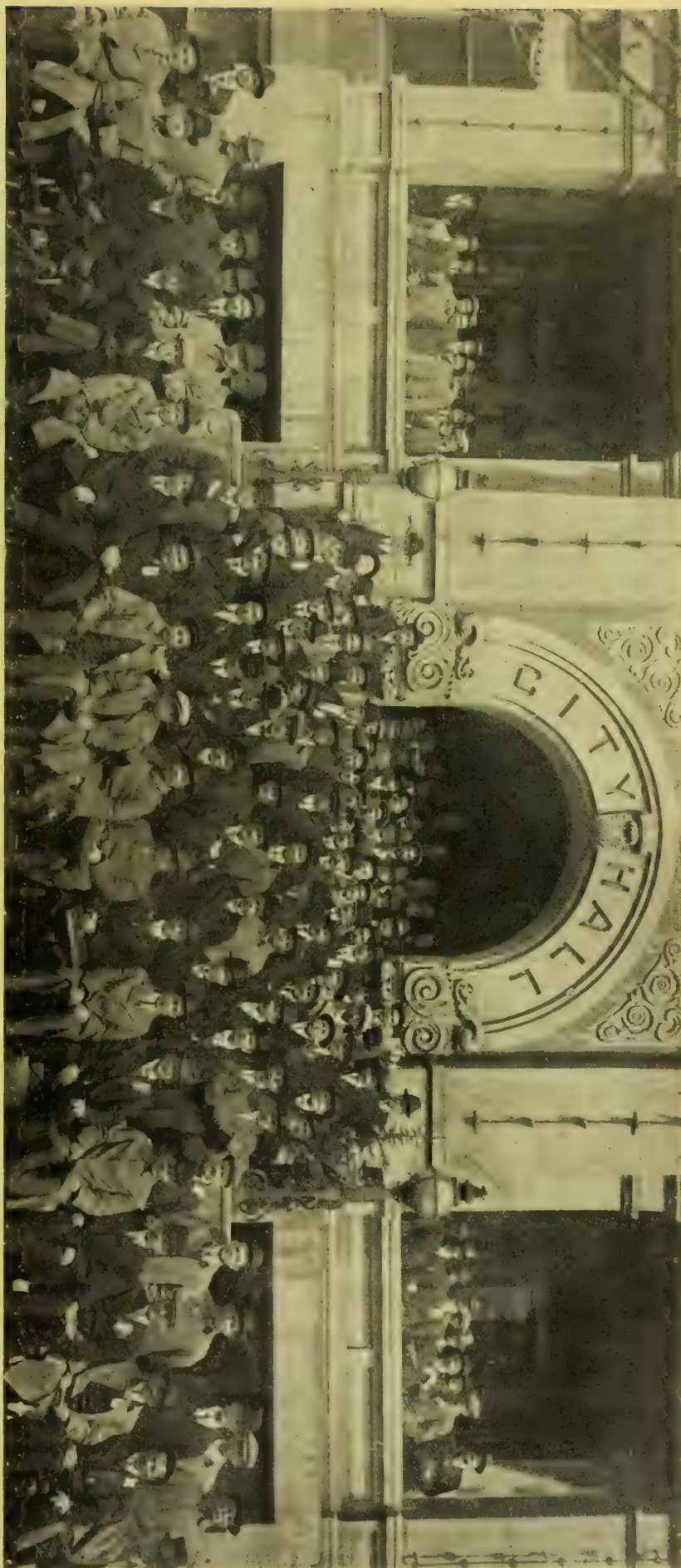
Mr. Detchon also referred to the formation in Winnipeg not long ago of the Sales Managers' Association. Details regarding the association and its objects appeared in this paper some time ago.

The Canadian Credit Men's Association is aimed to help the retailer to place his business on a sounder basis. Our chief object is to eliminate the crook from business and thus help all classes of trade.

The Bulk Sales Act has met with some opposition, but it should not, because it simply means that a crook cannot sell his business, put the money in his pocket and decamp without paying his debts. In 90 per cent. of the sales that go through, the Bulk Sales Act would never apply, nor do we want it to apply. We do not want to harass the honest merchant. We would like to discuss the Bulk Sales Act with the retailers and eliminate any portion that is unfair to the honest retailer.

The Bulk Sales Act in Ontario was at first opposed by the R. M. A. We went to them and explained matters and they gave us their support. The legislature turned us down by 32 to 27 but we hope to have the legislation put through at the next session without any trouble.

Group photograph of members in attendance at the annual convention of the Saskatchewan Retail Merchants' Association held in Regina from May 9 to 11, taken in front of the convention hall.



We are wasting time trying to do things individually which should be taken up collectively. Credit men, retailers and farmers should co-operate. Are you gentlemen willing to co-operate with the wholesaler?

Mr. Detchon in referring to the Retailers' Co-operative Fire Insurance Company, which proposes to give the retailers insurance at cost, warned the association to go very carefully into all details. This plan of insurance had been tried, by a number of co-operative bodies but they had made a failure of it.

President Maybee in replying stated that the association's insurance department had made much better progress than they had expected it would. "Results, he said, 'have so far greatly exceeded my most sanguine expectations. We have accomplished a great deal for the first year. We are now carrying \$250,000 in insurance and our losses for eight months have been less than \$1,000. If it had been possible to take all that had been offered we could have \$11,000,000 insurance. We have covered the Government reserve, have covered losses

and have a good balance on hand. Just as soon as we have a reserve substantial enough to warrant a reduction, we shall be glad to reduce our rates. I be-



J. L. S. HUTCHINSON

Saskatoon, Sask., re-elected to the position of Treasurer of the Saskatchewan Retail Merchants' Association.

lieve that if the retailers support our insurance department that it will be possible to give as good protection as you can get under the sun and at about half the cost. If we make it a success in this province, it will be followed in other provinces.

Already we have had a proposition put up to us by a party whom I believe is thoroughly responsible, whereby we could pool our insurance and secure a reduction of 25 per cent. from our present rates. We need the support of all our members to make this department of our association a success. Give us the support we deserve and we will give you greatly reduced insurance rates.

Non-Members Kept Out

At this juncture a vote was taken to see whether or not non-members and the newspapers should be permitted to remain for the other sessions. It was decided to close the meetings to all but members in good standing and the trade papers.

After non-members had returned the president's address was delivered.

The address is given in this issue.

Proposed to Form Western Board

Secretary Raymond in Lengthy Report Deals With Problems of Retail Interest to Western Retailers — Accomplishments of Association During Past Year.

SECRETARY RAYMOND in delivering his address told of the progress made by the association since last year's convention. The membership is approximately 1,500 and the association has 148 branches. Dissatisfaction was expressed with service rendered by the Dominion Board and it is suggested that a western board be appointed. The secretary's report follows:—

It was just a year ago on the 11th of this month that our last convention opened in Saskatoon. Many of you will remember the mass of important business that was transacted at that time, and doubtless many of you who were at that convention are here to-day, because you realize as never before that there is much to be gained by meeting together in this way to discuss problems of mutual interest, and I am sure that before this convention is over you will realize it more than ever, because I can assure you that there are matters of the greatest importance to be discussed and acted upon.

We have many lofty ideals before us, all of which will be explained to you, and after hearing about them you will agree that they are all quite possible, provided we receive the full-hearted support of each individual member of this Association, and moreover the membership of the Association will be thus greatly increased until we become possibly the strongest commercial organization in the Dominion if our aims can be made a reality, as they can be, if our members do their part, and the change that will be brought about will not only be welcomed by yourselves but by the public at large.

At our last convention the following executive was appointed:

G. A. Maybee, President (re-elected); W. W. Copper, 1st Vice-President (re-elected); H. D. Macpherson, 2nd Vice-President; J. L. S. Hutchinson, Treasurer (re-elected); E. E. Raymond, Secretary (re-elected).

During the year there have been five executive meetings held, and three interviews with the Government, one with the Cabinet Ministers, one with the Agricultural Committee, and one with the Private Bills Committee, the latter of which extended over two days. At all of these meetings the full executive was present, and the matters discussed were of the greatest importance, and, as has always been the case, the best interests of retail merchants generally, was our first consideration.

At our first executive meeting, held in Saskatoon on May 13, 1915, at which B. W. Zieman, Dominion President, was present, the unsatisfactory service rendered by the head office at Toronto was fully discussed, and Mr. Zieman was asked for an explanation. He stated that the Dominion Secretary was overworked, and that it was impossible to engage more help without money, which should be forthcoming from the different Provincial Boards, but speaking for Saskatchewan, we did not feel inclined to send money to Toronto until such time as we were shown that service was being rendered, and immediately this was done we would promptly remit our per capita tax.

Unfortunately this service was not improved, although at the Dominion convention held in Toronto in July, at which J. L. S. Hutchinson and myself were present, representing Saskatchewan, a secretary was appointed who was to give his whole time to Dominion work. With this appointment it was expected that our difficulty in respect to service would be overcome and we agreed on behalf of the Saskatchewan Board to remit each month all monies due, the other Provinces to be advised of the arrangement and requested to do likewise.

We did this for a time, but noticing no improvement, we have discontinued remitting. It is now proposed to form our own Western Board representing the Association in Western Canada, under the direction of which it is hoped to place our work on an equal footing in all the four Western Provinces. This proposal will be laid before the Dominion convention to be held in Winnipeg in July.

First Westener on Board

At the last Dominion convention Mr. Hutchinson was appointed vice-president, and is the first Western man to hold office on that board. Having mentioned the last Dominion convention, I may as well state here that there were many matters discussed, including "Selling Adulterated Goods," "Abolition of Coupons," "Abolition of Fees for Scale Inspection," "An amendment to the Absconding Debtor's Act," making it apply to retail merchants' accounts, as well as hotels and boarding houses. These and many other matters were referred to the Dominion executive to deal with, and we will doubtless be advised in due course that a satisfactory adjustment has been obtained, in some cases at least.

Legislation

On June 17, 1915, at which time the Saskatchewan Government was in session, your Provincial executive met with the Cabinet Ministers to discuss with them the various matters of legislation we were anxious to obtain at that session, including an amendment to the Small Debts' Act, an amendment to the Hawkers' and Pedlars' Act, and the Food and Supply Bill.

As you are already aware the Small Debts Act was amended, raising the limit from \$50.00 to \$100.00, with execution against lands for amounts of \$50.00 and up, and also making provision for garnishee proceedings.

The Provincial Hawkers and Pedlars Act was amended slightly, but not to our satisfaction, but the different Municipal Acts were amended so that now any city, town, village or rural municipality can deal quite effectively with hawkers and pedlars, but there is still room for an improvement which we have not lost sight of, and which we propose asking for at the next session. This will effect meat dealers more particularly.

The Food and Supply Bill was laid over from the 1915 session, as it was considered too important a change to make without more consideration than they were able to give it at that time. This, however, was passed at the 1916 session, and you may now take a chattel mortgage or other incumbrance on a future or growing crop to the extent of \$250.00

on a one-quarter section, or \$350.00 on a half-section or any greater amount of land, to secure accounts for meat, groceries, flour, clothing, or binder twine.

Also at the 1916 session we secured a charter for a Retail Merchants' Trust Company, to which there was much opposition by the other trust companies doing business in the Province, but which we successfully overcame. Not being satisfied with opposing this Act of incorporation, an amendment to the Assignments Act was introduced by which a majority vote of the creditors would decide as to what trust company an assignment should be made. If this amendment had gone through you can readily see that about two trust companies would have held a monopoly of all the assignments in the Province, and our charter would have been of no use to us. Needless to say this amendment was defeated, thanks to your executive.

On the occasion of our visit to Regina in this connection, two full days were occupied. This means that the members of the executive were away from their own business at least that length of time, entirely without remuneration to themselves, a fact which should not be overlooked by any member of this Association. It simply goes to show the willingness that has at all times been displayed in looking after affairs of interest to every retail merchant in Saskatchewan.

Mail Order Competition

During the past year the subject of mail order competition has received a great deal of our attention. It has many times been proposed that we endeavor to have a tax levied on mail order houses for the business done outside of the municipality in which they are located, or on their catalogues. Your executive has never considered that the imposition of such a tax would meet the case, for reasons that have already been explained in the columns of our magazine, "The Retailer." It is considered that the only means by which this competition can be met is to fight mail order houses with their own weapons—that is, improve our buying facilities and service to the public.

A plan has been developed by which this can be done, and which will be explained to you during the course of this convention.

Fire Insurance

As is now generally known the charter for a Retail Merchants' Mutual Fire Insurance Company was secured in August last, and this company has been writing business since the 1st of September, 1915, with fairly satisfactory results, although there are still a great many members of the Association who have not yet placed a policy with us.

The aim of the company is to eventually give members of the Association insurance at cost, in the meanwhile accumulating a surplus in order that the lines written may be increased from time to time as the reserve fund warrants. The first annual meeting of the company is to be held at 10.20 to-morrow morning, when a complete report will be submitted. Mr. J. W. Black, a thoroughly experienced insurance man, is in charge of this department, and in addition to issuing policies he has done a great deal of good work in checking the policies of other companies to see that they are properly worded and that our members are getting the protection for which they are paying. Every member of this Association is urged to take advantage of this service, which is free for the asking.

Traffic Department

Since our last convention a Traffic Department has been added to our service, which is in charge of Mr. F. E. Hamilton, an expert in that line of work. The object of this department is to check railway freight expense bills, for which a commission of 50 per cent. is charged on all refunds recovered; and following up delayed freight claims on a 25 per cent. basis. In short, dealing with all matters in connection with railway freight transportation. This service is greatly appreciated by those who have taken advantage of it.

Advertising

A new departure in connection with our work is that of an advertising department in charge of Mr. W. R. Kell. This has been started as a result of enquiries made which go to show that a great deal of money is wasted annually in worthless advertising. Any member is entitled to free suggestions regarding his advertising campaigns, and to nominal cost.

Both Mr. Hamilton of the traffic department, who is an ex-railroad man, and Mr. Kell, in charge of the advertising department, are taking special courses in their respective work from a leading school in the U.S., with the sole object of placing their

knowledge of these subjects at the disposal of our members. This goes to show the class of men we have in charge of the various departments of the Provincial office.

"The Retailer"

Our magazine, "The Retailer," has been issued regularly every month during the past year, and we have reason to believe is becoming more appreciated as time goes on, in fact this is looked upon as being of so much importance to us in our work that we purpose enlarging it, starting with this month's issue, to standard trade paper size. This, of course, will allow for much additional matter of direct interest to the retail trade, and as a consequence we feel justified in raising our subscription fee to one dollar per annum. This sub-fee, together with such advertising as we are able to obtain, will, we hope, cover the cost of printing and postage.

Members could assist us greatly in securing advertising by giving preference to advertisers, and by mentioning "The Retailer" when ordering goods. In addition to the many exclusive features now running, we shall be glad to receive suggestions as to how the magazine might be still further improved and made of greater service. We might state that the classified ad. page is open to the free use of members.

The general service work of the office covers a very wide scope, including first aid in collections, reports on applicants for credit, reports on produce houses, sales and collection agencies, free legal advice, buying and selling, employing help, tracing lost debtors, and in fact everything and anything in which we can be of any possible assistance.

Since the start of our work in the Province we have never ceased urging upon members to make every possible use of us, and it is with much satisfaction that we note the ever increasing number of enquiries we receive for assistance and advice. The majority of members have come to look on the Provincial office as a centre to which they can refer all their troubles.

One popular feature of this department is the furnishing of rating lists covering any particular district. Members can assist us very materially in the prevention of bad accounts by using collection letters and turning the stubs in to us, from which our records are built up—or by furnishing us direct with a list of the poor-pays in their district—forms for this purpose will be sent upon request.

Membership

We now have 148 branches, with a membership of approximately 1,500 in good standing. It is gratifying to note the increased interest that individual members are taking in our work. There are, of course, a number of active branches throughout the Province, the members of which are deriving every possible benefit from Association work, as they have employed a secretary to look after

their interest locally while the Provincial office is doing the same thing in a general way.

It is unfortunate that all branches do not appreciate the importance of local work, and as a consequence the members of such branches do not get as much out of the Association as they might. To these, however, we are extending every possible service in an individual way, but we wish to impress the fact that this individual service is open to each and every member of the Association. During the year there has been a considerable decrease in membership, which is accounted for by the fact that many of our former members have discontinued business, and the number of new members we have secured has not made up for the deficiency.

In summarizing the advantages to be gained by membership in the Association, these may be classed under the different headings as follows:

A General Service Department.

A Traffic Department.

An Insurance Department.

Retailers' Trust Company, and last but not least, the proposed scheme for enabling retailers to purchase their goods to better advantage, which is perhaps the most important of all.

With the above departments of our work, which cover every phase of retail trading, we fail to see how any merchant can afford not to become a member of the Association, and moreover as soon as these departments have been developed to such an extent as to make it possible, we have in mind to place qualified efficiency men on the road to educate our members up to better methods of doing business—practically all of the leading firms in the U.S. consider an efficiency expert one of their most available assets.

With the above prospect in view the Saskatchewan Branch of the Retail Merchants' Association of Canada might easily become the strongest commercial organization in existence, and it only requires the support—financially and morally—of each individual merchant throughout the Province to make it such, and the actual cash outlay from any one merchant would be insignificant to the service that could be rendered.

In conclusion I wish to thank the members of the executive for the support they have rendered most willingly at all times; the organizers for their untiring efforts in their travels through the Province; and the office staff for their faithfulness in the discharge of their duties, all of whom have freely given of their time and energy in furthering the cause of the Retail Merchants' Association, for the benefit not only of its members, but of every retail merchant engaged in business.

The whole respectfully submitted.

F. E. RAYMOND,
Secretary.

ENTERTAINING THE LADIES

Special arrangements had been made for the entertainment of the visiting ladies. The ladies of Regina gave an "at home," to the lady visitors in the lounge room of the Canada Club on Wednesday afternoon. A splendid musical program was provided and the visitors were royally entertained.

THE TREASURER'S REPORT

The treasurer's report, presented by J. L. S. Hutchinson, was favorably received by the convention. The condensed financial report is as follows:

Revenue Account

Receipts from all sources .. \$15,930.26
Total expenditure ... 14,208.35

Balance \$1,722.61

Capital Statement

Cash assets \$1,824.32
Furniture and fixtures 654.57

\$2,478.89

Accounts and dues payable... \$ 815.09

Surplus 1,663.80

\$2,478.89



F. E. RAYMOND

Saskatoon, Sask., again elected to the office of Secretary of the Saskatchewan Retail Merchants' Ass'n.

Requirements of East Not Fitted to West

President Maybee Hands Out Some Plain Truths in Talk to Members—Tells of Financial Standing of Association — Abolition of Liquor System Benefited Retailers.

"BUSINESS in the East is conducted differently to business in the West," said President G. A. Maybee, of Moose Jaw, in what he termed a heart to heart talk to retailers at the convention. Mr. Maybee claimed that many of the systems in the East are not applicable to the West and vice-versa.

The president also stated that the abolition of the liquor traffic had helped the retailers, and he hoped that the present dispensary system would also be wiped out. Other important matters pertaining to the association's welfare were also referred to by the president, who spoke to the retailers as follows:

Mr. Chairman:

I am glad to meet with you in this your fourth convention of the Retail Merchants' Association of the Province of Saskatchewan. I believe our program is mistaken when it says that this is the third, because, if my memory serves me right, the first convention was held in Regina, the second was held in Moose Jaw, the third in Saskatoon and now this is the fourth, in Regina. Possibly the program is not wrong when it says the third, because the first one in all probability, might be taken as an organization meeting. You will remember that Mr. Bole was the first president. Mr. Bole at that time was the managing director of the Regina Trading Company, and was engaged in the dry goods business. Mr. Bole rendered the Association a very good service indeed, but he has left us as a retail merchant from the dry goods end of it, and is now engaged in the wet goods business.

It is not my intention to deliver an address this afternoon. I was charged during the last convention with having made a speech, but I would much prefer to have with you this afternoon what I would term a heart to heart talk as one business man talks with another, on the different points of interest and on the development of the same, in which we are engaged. I always look upon a prepared speech of the stereotyped style, something the same as I do one of those anthems we hear in our fashionable churches to-day. I was asked one time to describe what an anthem really was and because I am not very much of an experienced musician, I described it from the point of view as it appeared to me. You know what I mean by an anthem, that is where a crowd of musicians get together, a man swings a baton high in the air but they do not start off all at the same time. During the rendering of the same there is some singing frontwards and some singing backwards and still some singing crosswards and sideways and cutting themselves generally, but the people tell me that one of these things take a long time to get ready so I have decided that an anthem is a piece of music that it takes the choir three weeks to prepare, fifteen minutes to deliver, but it takes a congregation two weeks to get over it. I have always been amused when some of those strong anthems have been delivered and I would not wish to criticize it, and have no doubt there is a place for them, but I have generally been amused at the person looking up from the pulpit, after one of these things have happened, looking the congregation over and after he found everything was all right he said "Brethren, let us pray."

A stereotyped speech has very much the same effect so I hope you will disabuse your mind that I have ever made any attempt to make a speech, but I want right in the beginning to have it understood that we are having a little talk together, and while I am touching on some of the points that have been accomplished by the Retail Merchants' Association of the Province of Saskatchewan, as

well as the Dominion Association of the Dominion of Canada, I want you to be perfectly free as I try and review the different items on our program, which are of vital interest to you. If it should be that anything comes up that you do not fully and completely understand, you may stop me at any time and I will only be too pleased to explain it to you until you understand it thoroughly.

I hope you all have your notebooks with you because if you are representing any local branch they will no doubt be anxious to have a report from you when you go home.

There are a great many things happening in this old world of ours since we met in convention twelve months ago. You will remember at that time we were under the shadow of a terrible gloom, practically the whole world is at war. The European countries are in a most terrible, troubled condition. Our sons are giving up their lives for the defence of our freedom and liberty and our mothers are in mourning. Our young sisters are becoming young widows, and our sweethearts are becoming broken-hearted all because of the phantasm and crazy ambition of one man to whom we attach the entire blame of this terrible calamity without any reserve, and who some day, sooner or later, will not only have to answer to his God for this wholesale slaughter and murder, but will have to answer at the point of the bayonet in the presence of the King and before our representatives, who are to-day so gallantly and so bravely wearing the khaki color.

If we were in a position to make settlement of this calamity on as easy a basis as our friends across the border, we would not settle it in the manner in which it will have to be settled and that for all time and eternity. I was amused the other day when the President of the United States was referred to in conversation with a couple of gentlemen, whom I know well and whom you know well, if I would care to mention their names, who are very fond of making settlements by getting long extensions on payments past due. For some time you could not get any real satisfaction from them; you could not get any real money from them, but they were willing to settle with you at any time by giving you a note and renewing the same note as often as you wish. So while our boys have gone to the front, laid down their lives and while some have gone, others are still going, and we will continue to go until our enemy the Kaiser has been taught that Government by the people, for the people and of the people, shall not be trampled from the earth.

While I say we are laboring under a terrible gloom, we have in this country a great deal to be thankful for, for what kind Providence has given to us in the past twelve months. We have been blessed by the greatest harvest our country has ever known, and prosperity is fast becoming within the reach of every retail merchant, in the Province of Saskatchewan. And times are very much different commercially than they were a year ago, due to bank reserves having accumulated, trade and commerce developed and we are enjoying, at the present time a commercial condition far superior to the one in which we were in twelve months ago to-day. So at this convention this afternoon we have a great deal to be thankful for indeed.

We owe a great deal to the present Government of the Province of Saskatchewan for taking upon itself the responsibility of wiping from this province, and I believe for all time to come, the liquor traffic as it was being conducted by the bar room system of the Province of Saskatchewan. I don't know of any commercial institution that received as much direct benefit from the eliminating of this wholesale waste of money as the retail merchants of the Province of Saskatchewan. We are told, and quite rightly told, that this manner was brought about by the people. I heartily agree with every man, that there never was a piece of legislation worthy of the name of legislation in any Province but was placed there by the hands of the people themselves. I refer to majority rule, and I will be glad, Mr. Chairman, and the time is not far off, and resolutions of that kind are very

acceptable to this convention, when the present dispensary system as operated by our Government to-day shall be wiped out absolutely. I want to be fair in my comments. I want to give honor to whom honor is due. I compliment the Government very highly indeed for wiping out the bar rooms in Saskatchewan, but upon my standing as a man, I hereby condemn and abhor the dispensary system as it is being conducted at the present time, it grieves me, it hurts me from both sides and within, to see our people, our retail merchants, taxed to the limit by levies of one kind and another in order that our boys in khaki may be fully and properly equipped for the task that is before them, and to see an institution pouring that accursed liquid of fire into our boys in khaki freely and fully in wholesale quantities. I will ask this convention in the first place to consider if it is not within our rights that we should ask this Government of the Province of Saskatchewan that if it is not an opportune time to wipe out this dispensary system absolutely and altogether. It certainly must be time when they shall cease to hand out in any shape or form to the soldiers of the King the free will offerings of the boozieriums.

I am glad to announce to you to-day in spite of all things that have happened during the last twelve months, as I have said before, we have a great deal to be thankful for. We have a wonderful lot to be thankful for as an association. You were good enough at the last convention by unanimously voting to raise the fee from \$10 to \$12. We knew as soon as we left the convention hall that we were eyes front for the next few weeks, with possibly the hardest time Canada has ever seen since the days of the Pioneers. So hard have been the times and so stringent the financial situation that we find the churches have suffered. The fraternity throughout the West to-day have more arrears on their books for membership than they ever had in their existence. The social clubs and the commercial clubs who are absolutely independent on voluntary support, many have been forced to close their doors, and not one institution do I know of in Western Canada to-day that has showed any progress whatever, and in spite of all these things, we come before you to-day having to combat a raise in fee with a strong, increased membership, with our liability all paid, and with everything in first-class working order, and with a substantial sum of \$1,700 in the bank, without a dollar against it. This had been accomplished because of the fact that we are such a united body.

It has been my object, aim and desire that we must maintain through our Retail Merchants' Association. You saw fit last year to practically re-elect the same executive as you had the year before with practically no change. We come back to you now to make a report as to our stewardship and I am glad to advise you, gentlemen, that your executive have worked out this whole season without a murmur, without a halt, and we come back before you this year more united, more determined to press forward the rights of the retailers of the Province of Saskatchewan, than we have ever done before.

I should I suppose, as a matter of fact, review what the Retail Merchants' Association of the Province of Saskatchewan have done. I went into that very fully last year, and those of you who were not at the convention, if you had one of the May numbers, you can find that report there. You know we work under the charter of the Dominion Board. The Dominion Board is composed of an executive chiefly appointed in the Province of Ontario. Associated with these and acknowledged members of the Dominion Board by virtue of their office, are the different Provincial Presidents. The idea of the Dominion Board is to look after all matters of legislation by the Federal Government. There have been a few things that had to be dealt with before the Federal Government, but as a matter of fact conditions are so different that nearly all our legislation through our different Provinces, has to be looked after through the Provincial Government.

We were honored last year in sending a delegate to the Dominion Convention, held in

Montreal, to have him sent back to us as Vice-President of the Retail Merchants' Association of the Dominion of Canada, our enthusiastic Treasurer, J. L. Hutchinson of Saskatoon.

This Dominion Board situation I might say is not all that it should be. I am going to talk plain to you when I say it is not satisfactory to us at all, because we are called upon to pay into the treasury of this Association a per capita tax, while we as an Association in Western Canada cannot figure anything that we are receiving from them that is of any importance to us in the world, and we promised you last year that we would not invest a dollar of your money in anything, without your consent, where we could not show you that we would receive some direct benefit in return.

The requirements of the East are not fitted to the requirements of the West. Business is conducted in the East very differently from the West. Their system of business is not applicable to ours, and ours is not applicable to theirs. So you will be asked at this convention to consider the advisability of organizing a Western Branch of the Dominion Board, taking in the four Western Provinces, owned, controlled, manned and managed by ourselves. This will not interfere in any way with our strength as a Dominion Board. It will add to our strength, because if it is necessary to go to the fathers at Ottawa to receive anything by way of legislation, the Eastern and Western Boards could unite on the same, but there are some times many things to crop up, that are required in some of the Provincial Parliaments of Western Canada, that we need the united support of every member of the whole Western Branch, to put them through. You can see the sense of that, I am sure. If a certain matter comes up in a certain Province, and it is necessary and fair and useful, it is our duty as a Western board to assist that province with all the power that is in us, to put that legislation through, because it had the doublefold effect, if it is defeated in the four provinces. If it is carried in the one province, it goes a long way to carry it in the other provinces, but the greatest duty we have to perform as retail merchants in this Province is not so much to seek legislation as it is to prevent legislation that is detrimental to our rights, so the idea of the western board is just as much to prevent legislation as it is to seek legislation.

The preventive part is the brass buttons that you see on the policeman on the street. Our police force are not as useful to us for what they accomplish directly, as to what they accomplish indirectly. People do not undertake anything of a serious nature when they realize they are apt to go up against the brass buttons. We have had in this province the last year one of the wickedest things I ever heard told in my lifetime by way of proposed legislation, and that was when the Credit Men's Association went to Regina and tried to have a measure passed by the Government that all assignees of every nature, by Act of Parliament, should be turned over to the Credit Men's Association of the Province of Saskatchewan. We went to Regina when that possibility came up and we blocked it, and we stopped it. Of course they heard that we had in mind the idea of forming our own retail trust company, and with this idea in view they tried to slip across this legislation. You will be glad to know gentlemen, how this thing turned out. This proposition of theirs failed and the Retail Merchants' Trust Company is to-day on the Statutory Board of the Province of Saskatchewan. The same will be referred to in due time and you will be asked to comment thereon.

Before we ever had a Retail Merchants' Association, there was no protection for the retail trade of any kind. He was a target for any swindler that came along. He was being swindled out of his money, right and left, but I am glad there is a very great difference in the situation of the retailers to-day, and this has come about because of the efforts of the Retail Merchants' Associations of the different Provinces.

First of all you will remember our own Dominion Board, wiped out and forever eliminated, the trade system which you old-timers will remember, was such a detriment to the trade, and the patrons of industry, and the reason of that is quite familiar to you. We are to-day taking a different view of this. We are confronting the Grain Growers' Co-operative Society, and your society took a different stand at this time. We supported them, we encouraged them, we stood behind

them as far as we could. The Grain Growers to-day can never say truthfully, that they received the slightest obstruction from the Retailers' Association of Saskatchewan. We encouraged them, we let them go into the retail business if they wished to go into it, because we knew that as farmers they should know more about agriculture than we do, and as agriculture is the basic industry of this Province, we were only too anxious that this Board receive all the protection and all the legislation necessary to protect the best interests of agriculture. I say we lent them our support, in every measure, but when they advised us they wanted to go into the mercantile business in spite of the fact that it was in opposition to us, we never raised our hands. Because why? There were two reasons: One was we had no fears in the world as to the ultimate result of that venture, but we did have fears that the worthy objects of Mr. Hopkins and Mr. Green might suffer, and we wanted the Grain Growers' situation to improve, but we knew perfectly well that there would only be one result to their business, and while I understand there is still just a little of that in their intentions, I think I am quite safe in saying that as far as the mercantile end of the Grain Growers' Association is concerned, while I would not say it is dead, I am perfectly safe in saying that the pall-bearers for the department are already appointed. And we thought right from the beginning that instead of attempting to kill their purpose, we would leave it alone and let them do their own hanging.

There are many things we have to deal with and I will touch them as quickly as I possibly can. We regret indeed that we have not become equipped enough yet, nor yet well enough educated to gather foresight enough, to face business calamities. We have not developed far enough yet to have foresight enough to prevent some of the merchants becoming bankrupt. I believe the idea of the Retail Trust Company will go a long way to eliminate that evil, but if bankrupt stocks are to be put on the market, we have been assured this much from the different trust companies, and that is, when a bankrupt stock is in your town, that we have the option of purchasing the stock in this manner:

After the assignees receive the highest bid they can get, they had agreed to give the merchants of that town the option of buying the stock, at that price.

Your small debt court, we were successful as you will remember in having legislation passed, whereby all sums up to \$50.00 may be collected, before your police magistrate, and a judgment granted thereon without cost to you. This has been raised to \$100.00. With this additional that any amount, over and above \$50 when judgment has been signed, if there is no other way of collecting it, it may be registered against the land. We are not through with the Small Debt Court yet, as we think it is only right that it should be raised to \$200, and I do hope when we accomplish that, it will be large enough to cover your customers' liabilities. Our food and supply bills. Our Hawkers' and Pedlars Act. Our successful opposition to several items of legislation detrimental to retailers' interests that would otherwise have become law. The formation of the Retailers' Trust Company and its object. Our fire insurance.

What we are still after:

- (a) Alphabetical arrangement of property owners in the Registry Office.
- (b) Enforcement of debtors to return and settle their accounts.
- (c) The life of an execution as it is in Alberta.
- (d) Modification of exemptions to \$5,100.
- (e) Our attitude to the wholesale trade and Credit Men's Association.
- (f) Your opportunities at the head office, free for the asking, general service department.
- (g) Our credit reporting department for exchange of ratings on applicants for credit and first aid in collections.
- (h) A traffic department for the purpose of auditing freight expense bills and in delayed claims and dealing with railway freight transportation.
- (i) A publicity department for the purpose of keeping you wise as to the financial standing of all parties, companies, organizations

that you have to deal with, and giving first hand information of their reliability.

Co-operative Buying:

How can we improve our buying powers?

Am I in favor of co-operative buying gentlemen? I hope you may never misunderstand me. I don't give one snap whether you agree with me or not, but I do hope the time will never come, that I may be misunderstood. Co-operative buying certainly, how can we do it? Through the Merchants Consolidated, through the Canadian Supply Company. I do not know, but there is one thing that I want to make plain here, and I want it to be heard in all corners of this building, that the Retail Merchants' Association of the Province never has, and personally I hope will never be, attached in any shape or form with any merchandising institution of any kind. If I understand the Retail Merchants' Association rightly, we are a protective institution, we have tried to harmonize merchants, we have tried to enact laws that will give equal rights to all and special privileges to none. We believe that legislation that is good for the merchant in Saskatoon is equally good for the merchant in Swift Current, and the legislation for the merchant in Grand Coulee is equally good for the merchant in Mortlach. And we are a united family, thank God, and as long as the special privilege part of it is struck out we always will be. There are three things that have broken up families, they have separated man from his wife, they have divided partnerships, they have eliminated friendships, they have busted confidence, and these three things are religion, commercialization and politics. We have eliminated everything of a political nature. You helped me kill that last year so nobly, I will never forget it. If any organizer representing the Retail Merchants' Association is ever found talking politics with you, or identifying himself while on duty with any political party instead of tending to his own business, we ask you to take the bull by the horns, pack him in a box, ship him by express to Saskatoon, and the Retail Merchants' Association at Saskatoon will treat you to canned sardines at the next convention.

I love Christianity. I owe my life to the little I have of it, but I hate religion. The world is chuck full of religion of every kind, stimulated by mighty little of the Calvary kind of Christianity. People will fight just as quick over religion as they will over politics.

Trading too often breeds jealousy. Partnerships are the fathers and mothers of lawsuits, especially when you get mixed up with a dirty, disloyal bunch. Trading needs financing. Financing means differences of opinion and too often breeds contempt. But fraternity means holy communion, means brotherly love, means confidence, and as long as this Retail Merchants' Association is an Association, I pray God may help us to eliminate any of the three great dangers that I have mentioned before.

Let us never allow our Association to become commercialized. Let us keep it distinct and maintain the honor and dignity we hold so dear.

Regarding the Merchants' Consolidated and the Canadian Supply Company, we have no quarrel with either one but keep them separate.

Many of these things I will have to deal with as they come up during the convention, but right in the beginning I want you to carefully consider who you are going to have for your new officers for next year. I do not wish to be personal, but you have from now until next Thursday afternoon to think as to whom are the most fit and proper persons to represent you on this executive. And I am on the inner circle; I know the innermost secrets of this organization, and I know this much: That your officers will be named, nominated, elected, by a wide open meeting consisting of yourselves, in this convention. As to who the next officers will be that question has never been mentioned by any member of this executive; we haven't any imaginary idea whom they will be; we don't want to know; but I do hope this much, and I am not speaking on behalf of myself, that they will be just as honest, just as earnest, just as persevering, as the executive which now retires, not forgetting to express to you our sincere thanks for the confidence you have placed in us. And if it should be that you see fit the next year to increase their salary a hundredfold, it will not affect your treasury one particle, because the entire salary of Mr. Hutchinson, Mr. Cooper, Mr. McPherson and myself, can be paid upon the price of a postage stamp, and you will have two cents change left in return.



Views showing scenes in the city of Regina, Sask., where the convention of the Saskatchewan Retail Merchants was held May 9 to 11. The first is a view of Eleventh Avenue in that city, one of the main business streets, while the second is a view of the wholesale district, Dewdney street.

Resolutions Adopted by Convention

FORTY-TWO resolutions were drafted by the resolutions committee, and the task of handling them was started just before noon on Thursday. The chairman of the committee complained about the short space of time which remained to handle this important feature of the convention program.

Smuggling Into Canada

It is the opinion of a large number of delegates that a great deal of smuggling is going on in Saskatchewan through border towns between Canada and the United States. It was claimed that the practice is very extensive and that large quantities of goods are being brought in free to the detriment of the retail trade who are often unable to meet the lower prices prevailing on the other side of the border. The executive will take the matter up with the federal government, as a result of a resolution drafted at the meeting.

Lower Freight Rates

In another resolution which passed, it was proposed to ask the commission of conservation to request the proper department at Ottawa to use its influence to secure lower freight rates on waste paper, which at the present time is being collected in large quantities at the request of the Conservation Commission and Department of Agriculture.

To Increase Fees

A resolution which went through after considerable discussion provides for an increase in the initiation fee after December 31. At present the fee is \$12. After December 31 the fee will be \$25 for new members for the first year, and \$12 per year for succeeding years. It

was decided that all non-members in the province should be notified of the impending increase in order to give them an opportunity of joining at present rates.

Bulk Sales Act

A resolution which met with favor after a thorough discussion, follows:—"That this convention is of the opinion that the Bulk Sales Act in its present form is a reflection on the retailers of the province, and should be amended to the extent that it will not apply when the merchant is only selling a minor portion of his business not exceeding one-third.

Retailers' Trust Company

A resolution concerning the formation and operation of the Retailers' Trust Co., was left in the hands of the executive. The charter for the company was received at the last session of the provincial legislature and gives the company wide powers.

Endorse Bankers and Credit Men

The meeting endorsed the effort of the Bankers, and Canadian Credit Men's Associations to secure legislation enabling them to prosecute persons who issue N. S. F. cheques.

Other Resolutions

A resolution providing for a nominating committee of sixteen carried.

A resolution carried approving of the daylight saving scheme now in effect in several Western Canada towns and cities.

No action was taken regarding a resolution concerning an alleged fruit combine.

A resolution regarding wholesalers selling to blacksmiths was dropped.

A resolution regarding Bank Act Reform was withdrawn.

A resolution complaining of a charge of 25c on each letter in answer to inquiries from the sheriff was dropped.

No action was taken regarding soldiers taking advantage of the moratorium to avoid payment of accounts contracted.

A resolution regarding seed houses selling direct to the consumer, was passed on to the executive.

Certificate of Membership

A resolution carried providing for a certificate of membership to be given to every merchant joining the association. The certificate can be framed and displayed in the store if desired.

Increase Subscription to "Retailer"

A resolution providing for an increase in the size of the "Retailer," the association's organ, to regular magazine size, and also for an increase in the subscription price from 50c to \$1 brought forth some questions from the retailers before it carried.

One member wanted to know if it was on a self-sustaining basis, and was assured that it is. It was pointed out that efforts would be made to enlarge the paper both from an editorial and advertising standpoint, and also to increase the circulation in order to secure certain desirable postal privileges.

One member wanted to know if it was the intention to run market reports such as appear in Hardware and Metal, and the Canadian Grocer. The chairman replied that the "Retailer" was a monthly paper but would probably be develop-

ed along somewhat similar lines. The resolution carried.

Referred to Executive

The following were referred to the executive: — Resolution respecting the appointment of a public conciliator. Resolution providing for the establishment of an advertising department at the head office to assist retailers in solving their advertising problem, to criticize ads., etc.

A resolution aiming to make federal government employees liable for debts contracted, not allowing them to be exempt from garnishment as at present, was referred to the western branch of the board.

To Adopt Monogram

A resolution carried, providing for a trade mark, symbol or monogram for use on the stationery of members of the association. Members were also requested

to make use of the mark and have their stationery marked "Members of the R. M. A."

So-Called Wholesalers

A resolution aiming at legislation to prevent so-called wholesalers selling consumers under improper misrepresentation was carried unanimously.

Another resolution referred to the executive was for the purpose of trying to secure legislation to prevent debtors against whom judgments have been registered, leasing land at a nominal rental to avoid payment of debts.

A resolution that carried unanimously requested legislation which would make a husband and wife jointly responsible for debts contracted in purchasing the necessities of life.

A resolution was presented advising members to forward their freight bills to the head office of the association to be checked up.

abreast of the times or go out of business.

Mr. Roberts advised the merchants to stand across the street and look at their own stores. To see if they are making the best use of their store windows, and to see if their store fronts present an attractive appearance. He also advised merchants to use price cards in the windows and store interior. Price cards with prices in plain figures inspire confidence, and make the customer feel that the merchant's price must be right or he would not be willing to feature it.

\$10 for Trade Papers

Mr. Roberts severely criticized those who do not follow the trade papers closely. "These men," said Mr. Roberts pointing to the trade representatives present, "fine-tooth-comb the country to get information for the retailer, and they send it to your office. Good business men read their trade papers, but some men say they are too busy to read. The man who is neglecting his trade paper is neglecting his business. Every merchant should be able to spend at least \$10 per year on trade papers. It costs the trade paper publishers thousands of dollars each year to secure the information they supply to you. By all means read carefully your trade papers."

An Attractive Store

Continuing, Mr. Roberts strongly advised the merchants to keep their stores clean and attractive. He deprecated the practices of some merchants who spend too much of their time sweeping, cleaning windows and doing work which could be done by juniors at \$10 a week. "Your time is worth more than that to you," said Mr. Roberts and you should spend more time developing business and friendship among your customers and prospective customers.

Should Watch Legislators

Mr. Roberts said the retailers should keep a close watch on the legislators. "In the State of Minnesota, it is a fact that once in every two years our legislators pass hundreds of bills in ninety days. A large proportion of these bills affect the retailer either directly or indirectly. This is exceedingly dangerous to the interests of the retailers unless the latter watch closely what is being done. In order to protect yourselves, it is necessary for you to get together and decide for yourselves what you need in the way of legislation. Unless the retailers look after themselves it is not likely that anyone else will take a particular interest in their welfare."

A member wanted to know why they have not schools for training legislators, the same as they have for doctors and lawyers. One delegate replied that the

(Continued on page 35)

Will Small Towns Be Eliminated?

*Discussion by Hardware Trade Section of Evils of Mail Order Houses—
Opinion Expressed That It Would Result in
Better Merchants*

THE Wednesday morning session was devoted to the hardware trade sections. There was a large attendance of merchants from all branches of the association. The session was called to hear an address by H. O. Roberts of Minneapolis; but it was more in the nature of a general discussion led by Mr. Roberts. Many helpful ideas were advanced for the improvement of the relationship between the farmer and the retailer.

The question, "Would the elimination of the retail merchant kill the town?" brought forth considerable discussion.

The members were of the opinion that the elimination of the small town merchant would have a disastrous effect on the community. If the towns were eliminated the value of farm property would be decreased. It would be impossible for the farmer to purchase sundry goods needed in a hurry. The farmer would be deprived of many market outlets which he now enjoys. It would have a tendency to build up a few large centres at the expense of the smaller places. It would give the country an unprosperous appearance. The farmer would be deprived of many of the benefits of civilization such as churches, schools, good roads and accessible storage, railway and marketing facilities. It was pointed out that land is always worth more money around towns with good markets and shipping facilities.

Mail-Order Houses vs. Merchant

Will the mail-order business drive all retail merchants out of business or develop a better class of merchants? This

question brought forth considerable discussion. It was felt that many merchants who are not up-to-date would certainly be put out of business. Those who are left will certainly be the better class of business men who are running their businesses along modern lines. Mail-order competition will keep these men ever on the alert and force them to keep



H. O. ROBERTS

of Minneapolis, Minn., who led the discussion on the question, "Would the elimination of the retail merchant kill the town?"

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MAY 20, 1916 No. 21

YOU CAN damn your goods with faint praise. Many a merchant does.

* * *

SALESMANSHIP consists in placing your goods before the other fellow in such a light that he is willing to swap his cash for them.

* * *

TO TELL only half the story is to leave them naked and unclothed.

* * *

DO YOU know your goods?

* * *

IF YOU do—

* * *

TALK.

SASKATCHEWAN RETAILERS MEET

ONE of the things emphasized at the convention of the Saskatchewan Retail Merchants' Association in Regina last week was the seriousness of mail order competition. To the merchants it seems like a fight for existence. Discussion took place there as to the best methods of meeting it.

One of the other important matters which came up was the proposal to establish a Western Board of the Dominion Retail Merchants' Association. The idea is to include Manitoba, Saskatchewan, Alberta and British Columbia. Resolutions were passed bearing on many important matters such as smuggling goods into Canada, lower freight rates, opposing the bulk sales act in its present form, approving the Retailers' Trust Company and endorsing the Bankers' and Canadian Credit Men's Trust Association.

Perusal of the complete report, which appears elsewhere in this issue, will be of value to Eastern retailers in order that they may know what the West is doing and thinking about.

CROP REPORTS ENCOURAGING

CENSUS reports issued on May 12 show there are 166,500 acres less under fall wheat this year than last year. For this year in the whole of Canada the acreage is 1,042,200; in 1915 it was 1,208,700. But the wheat has come through the winter exceptionally well.

With the average of the crops for the past seven years taken as 100, the general condition of crops on April 30 is placed at 108. This would indicate an anticipated yield per acre of 8 per cent. in excess of the seven years' average.

In the West spring seeding is somewhat backward. In Manitoba, on April 30, only 26 per cent. of the estimated acreage was sown. Saskatchewan had in 36 per cent., Alberta 80 per cent., Quebec only 1.8 per cent., Ontario 4.3 per cent.

In 1915 not more than 8 per cent. of the acreage under wheat remained to be sown after May 1. Conditions this year are not as favorable as they were last. But then last year was an exception.

PRICE OF GASOLINE

WITH the approach of good roads and the summer months, the price of gasoline is an uppermost consideration in the minds of all those who have automobiles. To the handlers of gasoline it is also of more than passing interest. Gasoline is retailing around 32 cents a gallon in the Toronto district. Whether or not an increase over this price may be looked for this summer is a difficult problem to fathom. Oil men themselves are unable to give much light on the probable trend of the market.

The United States is the big producing field. The European oil fields are shut off; due to the war. There were produced in the United States last year 22,500,000 barrels of gasoline. Stocks on hand were reduced by 5,000,000 barrels to meet the demand. That is, 27,500,000 barrels were sold during the year.

It is estimated that the possible decline in production will be 20 per cent. during the present year. The requirements for the year are estimated at 30,000,000 barrels. On January 1, 1916, there were approximately 2,000,000 automobiles in use. At the end of the present year the number is expected to be fully 3,000,000.

PRICE MAINTENANCE

IT is only by a close following of the markets now that a merchant can depend upon coming out ahead of this war. When prices begin to come down again he will have no choice: His competitors will be buying at the new and lower prices and trade will naturally flow in their direction until such time as he too marks down to the low level the goods bought on the crest of the flood.

Now he has a choice, but unfortunately does not always take advantage of it. The men of foresight to-day are marking up the entire line as soon as a new prices goes into effect in a wholesale way.

Stocks have advanced tremendously in value that must now be realized on to offset the almost certain proportionate depreciation that may come when business becomes re-established on a normal basis.

MODERN GORGONS

IN Greek mythology Gorgons were frightful female monsters inhabiting the edge of the Western ocean, near the region of Night. They were hideously ugly objects.

In Saskatchewan some retailers look upon the mail order houses as all-devouring octopi. To these retailers it would seem that whole towns are in danger of being deleted—wiped out. Shadows of mail order warehouses rising in their midst cast a gloom like night with a fearful mien.

But some were there who refused to yield up the ghost—or take to the tall timbers. They see in these ominous signs a different meaning. Unprogressive merchants will undoubtedly go down and be cast into the void. To those who are progressive there seems hope. They will become better merchants. They will meet the mail order Gorgon square up. Mail order houses do not give their goods away. They sell them at a good profit. But they have eliminated some of the waste. Progressive merchants will also learn this art. And towns will still continue to exist.

Pushing Paint and Kitchenware

*An Authorized Interview
with T. Litchfield
of Almys, Montreal*

Backward Lines of Hardware Can be Started on Move by Making a Concerted Effort to Talk Them Up to Customers—Paints Started to Move Early in Montreal on Account of Number of New Leases Taken Out Early in March—Value of Keeping Lines Always Before People.

LIKE most department stores this one concentrates on well planned advertising which is placed far enough ahead of the sale to insure its reaching the buying public. We also do considerable word of mouth advertising in the store by pushing the sales of backward or dead lines by well chosen suggestions. For the best of lines will go dry at times," said one of the representatives of Almy's, Montreal, to Hardware and Metal.

"For instance we had a very dead line of polishing cloths which would not move or so it seemed. We concentrated on that line, introduced it as we say; called it to the attention of customers as much as possible up to the point of annoying them with it.

Putting Pep In a Dead Line

"The result has been surprising; we have just one left of a stock of many score which we have sold by incidental work, the cost of which was already covered in overhead charges.

"In exactly the same manner we have pretty well cleaned out a stock of ten-piece kitchen sets. We had 200 sets of these, but sold 165 of them without

trouble by keeping one set prominently displayed on the counter and talking it at every opportunity. We find that even though the customer does not buy the first time his attention is called to the article. He frequently makes a mental note of its utility and comes back for it later on.

"We use the power of suggestion in another way—in an even more constructive character, namely, by looking for suggestions ourselves in trade journals and in the methods of other stores portrayed in them. For it seems likely that the collective wisdom of six stores is superior to that of only one. At any rate we add materially to our stock of ideas by this method..

Leases and Paints

"Paint has proved to be a surprisingly good line with us for this time of year. Sales in it do not usually come in strong until well on toward the annual moving, on or about May 1st. At that time it is customary to renew old leases or take up new ones. But owing to the war there were so many vacant houses in Montreal that moving occurred early this year. And there was the customary

demand for paints and varnishes for housecleaning and renovating operations.

"A feature of the present condition of this trade is its evenness, varying as it does but very little from day to day. In the late spring and early summer trade it is very "bunchy"—big one day and down to the rocks the next.

Lively Kitchen Hardware

"Early as the paint started to move this year, namely on March 1, the kitchen hardware was even earlier as an indication of house changes. On February 19 our sales totalled \$1,500 in this line.

"Aluminum and enamelware of all kinds prove one of our chief assets. We find they are co-related—fit in and go together instead of being in competition as some suppose. This fact depends upon the existence of two distinct demands: one from a trade that will pay top prices for quality and another from a trade that is content with a less convenient article at a correspondingly lower price.

Pair of Live Ones

"It is found that aluminum ware requires constant pushing and demonstra-

tion to move at all satisfactorily. Enamelware on the other hand goes to supply the demand as fast as we take it into stock. The demand for it is so widespread that we make a point of carrying every new line that is properly brought to our attention. We give each line a trial and order later on the merits proved by that trial. Only an unusual demand can excuse so radical a policy as this.

Booth for Aluminum Displays

"At the present moment we have a booth entirely given over to demonstrations and displays of aluminum ware by a woman expert, who is prepared to talk her goods from any angle, whether it be that of the housewife or the manufacturer.

"Gas cooking is used to great advantage to bring out the strong points of the goods. In this connection it is found that cold cakes and pastry from earlier demonstrations are also very effective in convincing women of the superiority of this metal as a conductor of heat in cooking operations.

"A point is made of the fact that less heat and gas is used for aluminum than other dishes. A cake, as shown by the exhibit, does not fall in the centre, because aluminum is such a good conductor of heat that baking takes place as rapidly in the centre as on the sides. Biscuits that have been cooked by the left-over heat of dishes after the gas has been turned off are shown.

"Talking points are made of the facts that over-boiling and cooking of liquids and foods does not result in imparting a metallic taste to the food, as in the case of most metals. We claim and prove less need for stirring, a smaller consumption of fuel, their fool-proof qualities, as well as instruction in the care of the dishes."



BOUNTY ON ZINC ORE

At the present session of the Dominion Parliament at Ottawa an Act was introduced to provide for the payment of bounties on the production of zinc ores mined in Canada. It provides for the payment of a difference when the standard price of zinc or spelter in London, England, goes below £36 19s. 3d. per ton of 2,240 pounds. The bounty is to be equal to the difference between such standard price but in no case is to exceed two cents per pound. In no event is bounty to be paid when the price received for zinc and spelter by the producer is eight cents or more per pound.



BUILDING IN TORONTO

During the month of April the building permits of Toronto amounted to \$457,271, divided among 382 permits. During the month of March there were 193 permits issued and the aggregate of the building operations amounted to \$272,240.

HARDWARE LETTER BOX

Store Fixtures

Thompson & Sutherland, North Sydney, N.S.—Would you kindly put us in touch at once with any person in Canada who is manufacturing store fixtures, such as wall cases, for a hardware store?

Cameron & Campbell, Toronto, Ont., and Walker Bin & Store Fixture Co., Berlin, Ont.—Editor.

Galvanized Wire on Reel

Leger L. Hardy, St. Basile de Portneuf, Que.—Can you tell us where we can secure clothes line in galvanized wire or cable that winds on a reel like a tape when not on use?

Rice, Lewis & Son, Toronto.—Editor.

Metal Window Frames

Charles E. Boyd, Simeoe, Ont.—Can you give the names of the manufacturers of metal frame window screens in Canada?

The Window Strip Company, Unity Building, Montreal; Porter Screen Wire Company, Burlington, Vt.—Editor.

Uncapping Knives

The Tillson Company, Tillsonburg, Ont.—Can you tell us if there is a firm in Canada manufacturing uncapping knives or honey knives, as well as hive tools and other articles used by beekeepers?

Hamm & Nott Manufacturing Company, Brantford, Ont., McGlashan, Clark & Co., Niagara Falls, Ont.—Editor.

Emery Stones

Rogers Hardware Co., Charlottetown, P.E.I.—We would thank you to let us know who are the manufacturers of the "Mower's Friend?" It is an emery stone with emery handle, used for sharpening knives on mowing machines.

The Canadian Hart Wheel Company, Hamilton, Ont.—Editor.

Linoleo Floor Wax

Cameron & Leacock, Smith's Falls, Ont.—Can you tell us where we can secure linoleo floor wax?

Hargreaves, Canada, 33 Front street east., Toronto.—Editor.

Tire Inflators

R. H. Cowan, Alexandria, Ont.—Can you advise me who manufactures tire inflators?

The Wizard Tire Inflator & Fire Extinguisher Co., Toronto, Ont. They are handled by Hyslop Bros., 12 Shuter St., Toronto, Ont.—Editor.

Rubber Glass

William N. O'Neil Company, Vancouver, B.C.—Can you advise us who manufactures rubber glass, such as used in window coal shutes?

The American Luxfer Prism Co., Wabash avenue and Madison streets, Chicago, Ill.—Editor.

Gauged Taper Gouges

The Tourtellot Hardware Co., Port Arthur, Ont.—Will you kindly let us know where we can buy flat tapered slim taper gouges, suitable for pattern makers?

Buck Bros., Milbury, Mass.—Editor.



A DIRTY FACE—A DIRTY YARD One Should Be Kept Clean as Well as Other Says Montreal Doctor

"A man on a street car read a newspaper item about clean-up week. He turned to his neighbor and said: 'What's the use of Clean-Up Week? Within a month the city will be dirty again.' The other man replied: 'Why wash your face in the morning? It always gets dirty again before night.'"

The foregoing little story was told by Dr. G. W. Kennedy at Montreal to illustrate the importance of the day set aside for cleaning up front yards in the local "clean-up" campaign this week. The doctor continues:

"The habit of washing the face from time to time is established. The people who wash their faces know they will get dirty again, for nobody has yet designed a "workable" way of keeping the face clean. In a certain sense to wash one's face seems a foolish thing to do. Nobody can prove just how a perpetually dirty face makes for disease, yet everybody knows that the dirty-faced have a greater death rate and a greater sickness rate than the clean-faced.

"The reason works out about as follows: The dirty-faced don't care. They don't care about anything. They presently become the 'don't care' brigade. The 'don't care' brigade members subject themselves to a variety of causes of disease; not very definite or satisfactory or provable, but true just the same.

"Just so with the town-cleaning proposition. The ideal policy is to have a spotless town all the time. But if you cannot have that, then it is a good policy to have a spotless town for one week. Following that, the town will get dirty again, but it will not get quite so dirty. It is easier to get the second clean-up. In a starting of a custom the great resistance is to the first plunge. When a town adopts the policy of a yearly clean-up some of the people will clean up several times a year. The best way to convince some people that their premises are dirty is to clean up adjacent streets and adjacent premises.

WILL SMALL TOWNS BE ELIMINATED

(Continued from page 31)

only qualification required was the ability to talk.

Mr. Roberts pointed out that the chief difficulty was that the average successful business man was either too busy, or thought he was too busy to enter the political arena. He pointed out the importance of business men taking part in Dominion, provincial, and local affairs.

Weights and Measures Again

The weights and measures taxation question which has been discussed at almost every convention held in Canada for the past fifteen years, cropped up, and met with the condemnation of many members. It was generally agreed that the only way to secure relief from the tax was for all associations throughout the Dominion to take united action.

Many merchants present protested against charges which wholesalers are now making for packaging goods. It

was also suggested by some of the members that some jobbers gauge their prices for boxing according to what they think the individual merchant will pay.

Vote of Thanks

A hearty vote of thanks was tendered Mr. Roberts for the splendid addresses he had delivered at the convention. It was explained that Mr. Roberts, who is secretary of the Minnesota Retail Hardware Association, had given his services free to the Retailers' Association. The meeting concluded by giving three cheers for Mr. Roberts and singing "He's a jolly good fellow."

Farm Boys' Camp

F. H. Auld, acting deputy minister of agriculture, briefly addressed the convention, outlining the work of the Farm Boys' Camp for the provincial exhibition, and made an appeal for consideration of the movement, and any assistance financially or otherwise which may be forthcoming.

Next Convention at Moose Jaw

New President of Association is A. A. Evans, Retailer for 28 Years—Several Places Wanted Next Convention—G. A. Maybee Made Honorary President.

THE election of officers and task of selecting a meeting place for next year's convention took place at 4 o'clock Thursday afternoon.

In the early stages of the convention President Maybee told the members that he would not be available for president next year. In saying this he did not want to infer that they had even thought of having him for president next year. He simply wanted to let them know well in advance in order that they would have plenty of time to consider who the next president would be.

W. W. Cooper, Swift Current, 1st vice-president, also intimated that although he would continue to be one of the association's most faithful workers and members, he would be unavailable next year, owing to pressure of other business matters which had developed.

Many members expressed their sincere regret at losing these two men from the list of officers.

All efforts to induce Messrs. Maybee and Cooper to remain in office were unavailing and a nomination committee of sixteen was appointed to bring in a report.

The New Officers

The nominees of the committee were elected as follows—President, A. A. Evans, Outlook, Sask.; first vice-president, H. D. MacPherson, Regina, Sask.; second vice-president, F. W. Smith, Weyburn, Sask.; secretary, F. E. Raymond, Saskatoon; treasurer, J. L. S. Hutchinson, Saskatoon, Sask.; or-

ganizers, J. M. Brayley and G. W. Anderson.

A. A. Evans, the new president, is a member of the firm of Evans & Lougheed, Outlook, Sask., and has always taken a deep interest in the work of the association. He has been a retailer for 28 years. He started in business with \$317 in cash and as he says himself, has held his own ever since. Mr. Evans thanked the members for the honor conferred upon him and assured them that his best efforts would be used to further the interests of the association. Mr. Evans eulogized the work of the retiring president, Mr. Maybee, and referred to the splendid progress which had been made during the latter's term as president.

Subsequently by a unanimous vote Mr. Maybee was elected honorary president of the association.

Moose Jaw Next Meeting Place

A number of places were anxious to secure the next convention, and invitations were extended by representatives from Saskatoon, Moose Jaw, Weyburn, Swift Current.

One member caused considerable merriment, when in a neat and witty speech he extended a hearty invitation to the members to hold their next convention at Willow Bunch, a place 35 miles from a railroad station.

In the voting which followed, Swift Current and Saskatoon were almost a tie, the latter city having a majority of only one. The final vote showed a large

majority in favor of Moose Jaw, the home of Past President G. A. Maybee.

The convention will be during the second week in May on dates to be selected by the executive of the association.

Towards the close of the meeting a member, again brought up matters regarding one of the companies referred to elsewhere in this issue. What promised to be a rather warm discussion over matters which had previously been taken up, was nipped in the bud by the new president amid applause from most of the members present.



CONVENTION CLOSES WITH BANQUET

The Regina local branch of the R. M. A. entertained the visitors at a banquet in the King's Hotel on Thursday night. About 300 were present.

A number of prominent speakers addressed the gathering. During the evening a musical program was furnished by local artists.

Splendid addresses were delivered by Capt. A. B. Cook, representing the militia; Rev. S. J. Farmer, representing the local clergymen; Hon. J. A. Calder, representing the Saskatchewan Government; Mayor Cowan and others.

Retiring President Maybee, after a neat speech in which he referred to the strength and accomplishments of the association, introduced the new president Mr. Evans. Mr. Evans in a brief speech said he was proud of being a Saskatchewan retailer, and expressed the view that the retailers were of great assistance to every community in advancing the welfare of the country generally. He asked the members for their loyal support during the coming year.



CONVENTION NOTES

President Rannard of the Manitoba Retail Merchants' Association, extended a hearty invitation to all to be present at the Manitoba convention in June.

* * *

The trade papers were represented at the convention by C. D. Lang, The Commercial, Winnipeg; G. D. Davis, and E. J. Dodd, of the MacLean trade papers, Toronto.

* * *

A meeting will be held in the near future of representatives from the Manitoba, Saskatchewan and Alberta associations with a view to forming a Western Board of the R. M. A.

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Despite all the advertising which had been done in connection with the convention, a member from Keystown during a discussion on the organizer's work, stated that he would not have known a convention was being held had he not read of it in Hardware and Metal and the M. Cee—L.

EVENTS IN THE TRADE

OBITUARY

Albert C. Smith, president of the Smith Foundry Company, of Fredericton, N.B., died at his home in that city on April 24. Mr. Smith was one of the most prominent and active young business men of that city. He was 33 years of age and leaves a widow and one son.

James A. Savage for thirty years a stove moulder with McKelvey & Birch, Kingston, died at his home in that city last week. During the Fenian raids he was a member of the 14th Regiment, P. W. O. Rifles and was stationed at Fort Henry. He is survived by a widow and two daughters. He was a member of the I.O.O.F., and C.O.C.F.

Thomas Morrison, one of Brockville's well known citizens, passed away at his residence after an illness of three months. He was born in Kitley 68 years ago, and had resided in Brockville for 34 years, where he conducted a tin-smithing and stove business. In religion he was a Methodist, and was a member of Salem Lodge, A. F. and A. M., Brockville Lodge A.O.U.W., and Court Island City, I.O.F. For a number of years he was a member of the Public School Board. He is survived by his wife, one daughter and two sons.

PERSONAL

Messrs. J. H. Scribner and W. G. Hachey have joined the sales force of Beatty Bros., at their St. John, N.B. branch.

W. B. Ewart, manager of the M. Dumond Hardware Stores, at Ashcroft, B.C., has returned from a business trip into the northern part of the province.

Raymond Croan, formerly with the Winnipeg Paint and Glass Co., has been appointed assistant cashier by The J. H. Ashdown Hardware Co., Winnipeg, in the wholesale department.

Charles A. Sharpe, of the Sharpe Glass Co., Montreal, appeared as the complainant against a man whom he accuses of having secured a small order for paint and change for a bad cheque on the representation of its being a Government order. The accused party was sentenced to two year's imprisonment.

IMPLEMENT PRICES INCREASE

Agents for the Cockshutt Company in the West have been notified that after May 15 there will be an increase in the

price of \$10 on binders, \$5 on mowers and \$3 to \$4 on rakes.

INCORPORATIONS

The Automobile Owners' Accessory Company, has been registered as a company to do business in Montreal, Que.

The Globe Shock Absorbing Tire Company, of Canada, has been chartered at Ottawa. The headquarters of the concern will be at St. Catharines, Ont.

The firm of Trempe & Frere has been registered as a partnership to carry on a hardware and grocery business at Sorel, Que.

Letters patent have been granted Messrs. William T. Chestnut, Harry G. Chestnut, Harry G. Hoben, E. Jack Miles and Richard H. O'Brien, of Fredericton, N.B., incorporating them as R. Chestnut & Sons. They will conduct a general wholesale and retail hardware business in that city, their capital stock being \$190,000.

HARDWARE FIRM BURNED OUT

Moncton, N.B.—The biggest fire that has occurred in Moncton in years took place early May 4, when the wooden warehouses of the Sumner, wholesale and retail hardware merchants, and the Reed Co., wholesale groceries, along the I.C.R. tracks, were destroyed. The total loss is estimated at about \$120,000, the Sumner Company's loss being about \$97,000 and the Reed's \$22,000. In the former case the insurance covers about 75 per cent. of the loss and in the latter case 90 per cent.

BUSINESS NOTES

Toronto.—McNichol Everton, hardware merchant, is moving to new premises at 1105 Dundas street, Toronto.

The Willard Hardware Co., Chatham, Ont., has been awarded a contract for the supply of hardware by the City Council of Chatham, Ont.

Pinchin, Johnson and Co., of Canada, 377 Carlaw Ave., Toronto, have been awarded a contract by the Toronto Board of Control, for the supply of 2,000 gallons "A" field paint for the Bloor St. viaduct at \$1.50 per Imperial gallon, and for 1,700 gallons "B" paint, at \$1.30 per gallon.

PAINT COMPANY ANNIVERSARY

The Sherwin-Williams Co., Cleveland, held its annual spring meeting of officers, managers and department heads last week at the company headquarters, 601 Canal Road.

This is the company's fiftieth jubilee. It was founded by Henry A. Sherwin in 1866, in a little store on old Superior Avenue. The company is now the largest paint and varnish concern in the world and has a capital and surplus of more than \$12,000,000.

The program for the week was in charge of President Walter H. Cottingham, assisted by the managers of the various departments.

The Canadian end of the business is taken care of by a large factory in Montreal.

IN COMMAND OF BATTERY

C. M. P. Fisher, assistant manager of the Enterprise Foundry Company, Sackville, N.B., has been appointed major in command of the 58 Howitzer Battery, stationed at Fredericton. He is a graduate of the Royal Military College, Kingston, and has recently held the rank of major in the 28th N. B. Dragoons. Donald S. Fisher, sales manager of the same concern joined immediately on the outbreak of war and was appointed lieutenant in the Royal Canadian Dragoons. He was wounded in France in June of last year and after his recovery had charge of a regiment of cavalry at Shorncliffe for a time. He is now in France, having returned in January of this year.

PRESENTATION TO SHOW ESTEEM

J. E. Hargan, superintendent of the John Morrow Screw & Nut Company, of Ingersoll, was on May 6 presented with a writing desk and chair and a club bag as a token of esteem from the employees of the concern. A suitable address was made on the occasion by J. W. Moyer.

RECENT HARDWARE INVENTIONS

Simon A. Hunter, of Triffin, Sask., is the inventor of a new tool sharpener: Steven Magami, Kamloops, of a removable attachment for dust pans, and Albert Olesberg, of Banff, Alta., of a combination scoop and sack filler.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

Favorable conditions prevail throughout the country and the volume of business continues satisfactory. High prices of hardware do not appear to be restricting the demand, as might reasonably be expected, which indicates that consumers are in a position to pay more for what they need. It is also evidence of the prosperity which prevails in the country as a result of war orders and favorable conditions in the agricultural industry. The difficulty of maintaining stocks at normal levels is becoming more apparent, owing to the shortage of some lines of hardware. Some imported lines from England are practically unobtainable, while others are very hard to get and the high freight rates add materially to the cost. There is also a shortage of some American and domestic goods and deliveries on most lines are very backward. The market is steadier and there are fewer price changes to note this week. Not so many staples have been affected, although a number of miscellaneous lines have advanced. The principal price changes include pipe fittings, blind staples, wrenches, tee and strap hinges, hinged hasps, rod butts, padlocks, boiler and structural rivets, corrugated sheets, belting, tin plates, wire rope, seine twine, some lines of wrenches and valves. In the paint market, putty has advanced and prices generally are being well maintained. The continued strength of copper continues to be the principal feature of the metal markets and prices of most metals are practically unchanged. Reports from Winnipeg are very favorable as regards the business outlook, but the situation as regards obtaining some lines is the same as in the East. The advances there cover galvanized, coil spring and barbed wire, galvanized sheets, corrugated strap hinges, wire rope, tire and stove bolts, etc. Linseed oil and turpentine are lower. Collections generally are showing some improvement.

MONTREAL

MONTREAL, May 18.—With further evidence that the upward movement of prices is reaching the "peak load" and with the strike difficulty, which has been so seriously interfering with spring deliveries, removed, interest in the hardware trade is being diverted in a large degree to the problems of maintaining stocks. In addition to the European lines which have been cut off altogether and the others on which deliveries are uncertain and only made after long delays, there are many American and Canadian goods which are in short supply. In fact it might be said that the difficulty of securing deliveries is a general one, although products of sheet brass, wire and aluminum seem to be particularly affected. In addition to the factors which have previously been referred to—difficulty in getting raw materials and activity on war orders—there has recently developed a serious handicap in the drain upon experienced and qualified workmen for military service and for the manufacture of munitions, resumption of transportation service to the city railways under something like

normal conditions has permitted the resumption of the spring rush of deliveries, but such is the volume of business passing and such was the congestion caused by the period of suspended service, that wholesalers report that they are still considerably behind their schedule.

Business continues coming forward in remarkably good volume when general conditions and abnormal prices are taken into consideration. From the country and outside cities and towns the trade is regarded as being up to normal, although the city is backward; in the latter quarter an improvement is looked for with an improvement in the unseasonably cool weather. Demand generally is for staple lines and there is a very good call at present for agricultural tools, poultry netting, lawn mowers, screen doors and windows and similar lines.

Price changes for the week are much narrower in their range than for some months and apply largely to miscellaneous lines. As regards manufactured iron and steel there is no improvement in the present situation but rather the contrary as stocks become more ex-

hausted; nor is the outlook for the immediate future encouraging, with the possibility of higher prices being forced before stocks can be replenished. However, there is increasing evidence that the situation is created altogether by abnormal conditions and that a reaction is only a matter of time. The big producers are beginning to realize that when the decline in the market comes it may be more violent than can be readily met if the cost of production has to be brought down to a basis to meet competition under conditions such as prevailed before the war.

Advances this week include pipe fittings, blind staples, certain wrenches and valves, seine twine, utensils and some brass goods. Higher prices on pipe are to be expected in view of the fact that a shortage of raw materials is evidently being faced. In the metals there is an advance on lead and a decline on antimony. Otherwise there are no changes but tin and spelter are very weak; copper is steady. In the scrap metals zinc, copper and turnings are marked down. Not many predictions of higher prices in either metals products or highly manufactured goods are heard.

Tin Still Weaker.—The weakness in the tin market referred to in last report is emphasized this week, and, although there is no general reduction in the quotations to the trade, lower prices are to be expected shortly unless there is a marked change in sentiment. Reports from London, which are a direct influence in this market, indicate that the situation is very unsettled there with many fluctuations in price recorded as between spot, three months, Straits and India. On the other hand in New York in which the chief influence is the amount of tin allowed to be shipped from England, the market has continued steady with unchanged quotations. In both markets there is an undercurrent of sentiment which indicates that at any time there may be a sharp reaction in the market tendency and material advances in prices. Montreal quotations: 521½-53c—weak.

Copper is Firm.—Although there has been some slight change in the copper market from the strength of a week ago, the situation is still firm on the basis of former prices; however, the feeling that an early advance was impending has for the time being been disposed of. New York shows a fractional decline to the level of two weeks ago although there has been no change on futures. American situation indicates that sellers are finding that consumers are well supplied and, in many instances, over sup-

plied; some authorities consider that the consumers bought further into the future than ever before and are also carrying more copper. Montreal quotation: 32½-33c—firm.

Spelter Continues Weak.—On the basis of prices which have prevailed for some time, there is increasing weakness noted in the spelter market, and declines in prices are to be looked for if the easy tendency continues for any time. New York has been marked down 1½c for the week and nearly 2c for the fortnight and the reaction has continued in the face of several good-sized orders. Domestic buyers are still out of the market and, although there have been some reports of foreign orders being negotiated, there has been nothing of importance recently closed. However, there is a feeling that the decline will continue until the interest of the consumers is aroused and that when the domestic buying recommences there will be a rush for the metal. Montreal quotation: 22½-23c—weak.

Lead is Higher.—Following a period of weakness, during which three quarter-point reductions were made in the local market, there has recently been a reaction to the extent of a quarter cent. This comes with a fractional advance by outsiders in New York, where it is indicated that a reviving export demand has been responsible for a slight flurry; the Trust quotation has remained unchanged. At present there is no great evidence in strength in the American situation and the probability seems to be that the slight recovery noted will be lost in the near future. Montreal quotation: 10¼-10½c—steady.

Antimony is Lower.—With a weakening tendency generally noted in the antimony market, the quotation has already been marked down 1c and it is probable that there will be further reductions of a material nature before next report. New York quotations are off 4½c for the past fortnight and the market there is reported as being dull and nominal with buyers refusing to act despite the reductions made in quotations. There are evidences that outside interests are trying to dispose of their holdings and at the same time there are lower offerings from China and Japan—all of which is very confusing. Montreal quotation: 44c—weak.

Solder and Other Metals.—There is practically no change in the solder situation and the tone continues easy in sympathy with the weaker tendency of tin. Prices are nominal and cover a wide range, from 33c to 36c. Sheet zinc remains firm and steady at 31c for casks and half a cent higher for smaller quantities. Aluminum also shows no developments and is quoted nominally at 68c.

Iron and Steel Situation.—The situation in manufactured iron and steel as regards the immediate future shows no new tendencies, but the difficulties to which reference has been made from time to time are emphasised with the continued exhaustion of stocks. In all departments the quotations are very strong but there are not many advances noted for the time being. There appears

to be further indication that jobbers with remaining stocks are not inclined to take advantage of the situation to take prices to the level warranted by the business law of supply and demand, but whether action will be forced before stocks can be replenished remains to be seen. Looking past the immediate future the realization is being more emphatically brought home that the present market has been created by the existing abnormal conditions and that when these conditions readjust themselves there will be a reaction—probably a violent one.

Pipe Situation Acute.—The difficulties in the pipe situation are increasing. Canadian manufacturers are encountering trouble in securing their supplies of skelp from the United States and, with a shortage of raw materials, the outlook is that there will be difficulty in securing pipe deliveries of certain sizes. Under these conditions higher prices are to be expected.

Plates and Sheets.—Although the situation as regards sheets and plates continues to become more acute, there have been no further price advances. It would appear that jobbers are not inclined to take their quotations on remaining stocks to higher levels unless forced to do so.

Brass Products Scarce.—Not only are there higher prices in force for brass tubing and other plumbers' supplies made of this material because of the increased cost of the raw material, but manufacturers are reporting that, owing to enlistment and the attractive pay offered by munitions plants, they are having difficulty to retain their skilled employees except at materially higher wages.

Hardware Lines.—In general hardware lines there is evidence this week of a further slackening of the upward price movement. This does not indicate that there is any improvement in the present situation or the outlook as regards the immediate future, but the level already reached is an abnormally high one, and manufacturers are not showing a tendency to take prices so high as to interfere seriously with consumption unless they are forced to do by the price of raw material or other factors influencing the cost of production.

Scarcity of Supplies.—Increasing difficulty is being encountered in securing supplies of goods. This trouble is very general in character, but particularly applies to the manufactures of sheet brass, wire and aluminum. The factors in the situation, so far as production is concerned, are not only the increased cost and scarcity of raw materials and the fact that many manufacturers are working on war orders, but the enlisting campaigns and higher wages offered for munitions workers are having the effect of making it difficult for manufacturers of goods for domestic consumption to retain their skilled help. The recent strike also had the effect of delaying delivery of supplies coming into the city as well as orders going to the trade.

Movement of Goods.—The movement of goods to outside districts is regarded

as very satisfactory and quite up to a normal year; the city is still backward, but it is believed that this condition would be improved by more seasonable weather, the season having been cold and backward. The demand is for staple goods in general lines, there being an especially good call for agricultural tools, while netting, lawn mowers, screen doors and windows and hose are selling well.

Nails and Staples.—The advance in nails looked for following the higher prices on wire reported last week has not materialized, but for both nails and staples the situation is very firm and higher quotations would seem to be a logical development of the present situation.

Lead Pipe.—With the reaction in the lead market this week there is a firmer tendency in the prices for products of the metal. The quotation for lead pipe continues at \$14 and for lead waste pipe at \$15 net.

Ammunition.—In the local trade there is still some delay in adjusting the advanced prices on Winchester ammunition, but it is expected that the new discounts will be in general effect in the course of a few days. As indicated last week U.M.C. small arms ammunition will be adjusted to the Winchester basis.

Blind Staples.—In addition to the advance on wrought iron staples, referred to in last report, there are higher prices on blind staples. One wholesale house quoted: ¾-inch, 22c, and ½-inch and larger, 21c. These new figures cover a big advance, the former quotations having been 16c and 15c for the respective sizes.

Pipe Fittings.—There have been some further readjustments in the prices on iron pipe fittings. The discounts are now generally as given in the classified quotations, but one large wholesaler quotes a discount of 55 per cent. on flanged and lipped unions, as against 60 per cent. The discount on soil pipe fittings is now 70 per cent.

Wrenches and Valves.—In connection with advances being made on wrenches and valves, one wholesale house announces a discount of 55 per cent. on Jenkins Globe Standard valves, as compared with 60 per cent. formerly, and another a discount of 62½ per cent. on Stillson wrenches, as compared with 65 per cent. formerly, the discount on parts being the same.

Brass Goods Higher.—Advances are being made from time to time on different brass goods. Recently the discount on stop and waste cocks, compression bibs, etc., was reduced from 70 per cent. to 65 per cent.

Seine Twine Higher.—A material advance has been made in the quotation for hard and soft seine twine. The price for the hard has been increased from 16c to 22c and for the soft from 15c to 20c.

Movement of Hose.—There has been a very good movement of garden hose this season. Prices continue steady, as adjusted early in the year, and, compared with normal, the prices are low when the prevailing conditions in the rubber industry are taken into consideration.

Old Materials.—Recent influences in the metal markets have had the effect of somewhat weakening the prices offered for certain scrap materials. The price of heavy copper is off a $\frac{1}{4}$ c to $21\frac{3}{4}$ c; composition turnings are down the same fraction to $14\frac{3}{4}$ c and scrap zinc is off $1\frac{1}{2}$ c to $14\frac{1}{2}$ c.

Utensils.—Manufacturers of enamel, copper, galvanized and other wares this week decided upon a number of important price changes, the effect of which will be found in another part of this week's issue.

TORONTO

TORONTO, Ont., May 18.—Conditions in the hardware trade continue satisfactory and the improvement in business noted last week has been maintained. Orders for war supplies are keeping our factories operating at capacity, many of them having enough business on hand to keep them busy for the remainder of the year. The beneficial effect of these war orders is being felt throughout the country which in conjunction with the prosperous condition of the farming industry is creating a good demand for hardware. Wholesalers report that orders are going out in good volume for general lines as well as summer goods. The building trade while quiet is showing indications of an improvement and a better demand for builders' supplies is anticipated. There are however, one or two fair sized buildings either in course of construction or being contemplated which is a favorable indication of the trend of business. The freight situation is a little easier but shipments are still being delayed, causing considerable inconvenience to merchants. The opening of navigation on the lakes is however, helping to relieve the congestion in the railway yards. Railway earnings are showing big gains, indicating a considerable increase in the volume of freight being moved.

Price Situation.—The tendency for prices still continues upward but the changes in staple lines have not been many this week. Advances however, are still being made in a number of other lines affecting the hardware trade but they are too numerous to mention, specifically. The situation as regards iron and steel is more acute and manufacturers of hardware are experiencing the greatest difficulty in getting sufficient material for their requirements. This applies not only to iron and steel but also to many other raw materials, manufacturers are finding it more difficult than ever to take care of the demand for their manufactures. While even these conditions prevail, prices of hardware are bound to remain at a high level and the upward tendency will be in evidence. There is no indication of any relief in the situation and a shortage of some lines has already been felt.

The advances this week include light tee and strap hinges, hinged hasps and certain numbers of rod butts, cast and steel spring screen door hinges have also advanced. Wire rope is higher and a fur-

ther advance affecting all makes of padlocks has been made. Boiler and structural rivets, and pressed steel spikes have advanced while new and lower discounts have been issued for carbon drills. Charcoal tin andterne plates have advanced and supplies are scarce.

Iron and Steel Situation.—The situation in the steel trade is generally much the same as last week. Prices have still an upward tendency although the market is steadier and changes are less frequent than formerly. The shortage of steel is more pronounced and there is little hope of any improvement this year as the mills are booked up until the first quarter of 1917 and they are getting further behind in deliveries. The export demand continues heavy and would absorb practically the entire outlet of the mills if the steel companies were in favor of this policy. The demand however for steel for shells is also very heavy and must take precedence over other business.

The advances this week include 25c on boiler and structural rivets, making the new prices \$4.85 and \$4.75 per 100 lbs., respectively. Pressed steel spikes $\frac{5}{8}$ diam. are up 15c, and are now quoted at \$3.90 per 100 lbs. Prices on wrought iron pipe are very strong and it is intimated that they will be higher in the near future. Most manufacturers are unwilling to quote on pipe for extensive undertakings because of the uncertainty of the future situation for skelp which is both scarce and high in price. The demand for boiler tubes is very heavy in the primary market and deliveries are now running into the fourth quarter. Prices are strong and are likely to be higher within a short time. The market for cold rolled shafting is also very strong and higher prices are looked for in the near future. All shafting makers have their output sold up practically through the third quarter, and have taken contracts for delivery in the fourth quarter. Prices of all wire products are very firm at the recent advance and higher prices on some lines, particularly wire nails are anticipated.

Heavy contracts are still being placed in the United States for steel by the Allies and the mills continue operating at capacity. The unfilled tonnage of the United States Steel Corporation for April totalled 9,829,551 tons being an increase of 498,550 tons over the previous month, March. The market is much steadier and there is a decided sentiment against a further advance in prices of finished materials. Prices are however very firm, steel bars being quoted at 3c; plates 3.75c, and shapes 2.60c, f.o.b. Pittsburgh. A leading railroad in the U.S. recently placed an order for 1000 wooden underframe box cars with the American Car & Foundry Co. This is a phase of the steel situation which is of a considerable significance.

Old Materials.—The market is quiet and prices are generally unchanged, although firm for most scrap materials, with the exception of lead and zinc which are weaker. Wrought iron pipe is

higher and is now quoted at \$10; being the only change of any particular importance to note.

Metal Markets.—The copper market continues strong and the situation interesting. Prices are unchanged for all metals with the exception of antimony which is lower. The tin market is steadier with a firmer undertone. The lead market which was weak has recovered and the outside market is very weak with little business doing. Aluminum unchanged and market featureless.

Copper.—A good demand for copper is still in evidence both for export and domestic consumption. So far as the big producers are concerned there is now no metal available for sale before September. Heavy sales of September delivery are reported from New York at 29c per lb., and the fact that there is but a limited quantity of September copper left, indicates an early advance in this position. Quotations in London have advanced far beyond previous records and are still tending upwards. The local market is firm and unchanged at 32c per pound.

Tin.—There is a better feeling in the market as it is anticipated that shipments of tin will come forward from England in better volume than has hitherto been the case. Prices have been declining steadily, chiefly on spot tin, owing to lack of demand but there is now a firmer feeling and the market is steadier and unchanged at 54c per pound.

Spelter.—The market is dull and weak. A lack of demand from brass producers is in evidence as well as only hand-to-mouth buying by the galvanizers. The local market is weak and unchanged at 22c per pound.

Lead.—The situation in the lead market has improved considerably in New York on account of an increase in the export demand. The outside market has recovered and is higher, but the "Trust" is unchanged at 7.50c, New York. The local market is firmer and unchanged at $9\frac{1}{2}$ c per pound.

Antimony.—The continued lack of demand for antimony has caused prices to sag and the market is unsettled. Local prices are unchanged and nominal at 43c per pound.

Aluminum.—The demand continues dull and the market featureless. Quotations unchanged and nominal at 60c lb.

Solder.—The market is steady and prices are unchanged. Complete list is given in the current market quotations.

Black and Galvanized Sheets.—The sheet market is very firm and prices are unchanged. On blue annealed sheets the mills have very little to offer for delivery inside of five or six months although deliveries on black sheets are not so backward. Some mills are operating only at part capacity as they are unable to get sufficient sheet bars. There is no improvement in the galvanized sheet situation some American mills are operating their galvanizing departments at only about 25 per cent. capacity. Prices on galvanized sheets are firm and unchanged, with the exception of "Premier" $10\frac{3}{4}$ oz., which is

now quoted at \$7.05 per 100 lbs. The increase in differential between this gauge and No. 28 is due to the higher cost of production which is not really covered by the advance.

Rivets and Spikes Advance.—An advance of 25c has been made on boiler and structural rivets $\frac{3}{4}$ in. diam., and larger, making the new prices \$4.85 and \$4.75 base per 100 pounds respectively. Pressed steel spikes $\frac{5}{8}$ in. diam., are also higher being now quoted at \$3.90 per 100 lbs., on advance of 15 cents.

Leather Belting Higher.—The advance which has been made in leather belting was not unexpected as the market has been strong for some time owing to the heavy demand for leather for boots and other war supplies. The cost of leather has gone up considerably and makers of belting have been obliged to revise their discounts. The new discount on extra heavy belting single and double ply is 40 per cent. and on heavy standard belting 40 and 10 per cent. The former discount on extra heavy was 40 and 10 per cent. and on standard 50 per cent.

Tee and Strap Hinges Advance.—A further advance of about 10 per cent. has been made in light tee and strap hinges, hinged hasps and certain numbers of rod butts.

Screen Door Hinges Up.—The new price on cast spring screen door hinges is \$10.20 and on steel spring door hinges \$11 per gross pairs.

Wire Rope Up.—The increase in price of wire products has been followed by an advance on wire rope equal to about 15 per cent. The new prices are as follows: Galvanized, 1st grade, 6 strands, 24 wires, $\frac{3}{8}$ in., \$2.35 and 1 in. \$24.05. Black wire rope, 1st grade 6 strands, 19 wires, $\frac{3}{8}$ in., \$6.90 and 1 in. \$21.30 per 100 feet.

Padlocks Advance.—A further advance of approximately 10 per cent. has been made on all makes of padlocks.

Corrugated Sheets Up.—Owing to the increase in cost of raw materials makers of corrugated sheets have lowered the discount from 10 per cent. to $7\frac{1}{2}$ per cent.

Tin Plates Advance.—An advance of \$1 per box has been made in some grades of charcoal tin plates. There is a scarcity of tin plates as the mills are behind in deliveries. The following prices are now being quoted on "Raven" and "Murex" grades, IC, \$6.50; IX, \$7.50; IXX, \$8.50 and IXXX, \$11 per box. "Allaways", IC, \$7.75; IX, \$8.75 and IXX, \$9.75 per box.

Terne Plates Also.—Charcoal terne plates are also about \$1 per box higher. IC, 20 x 28, 112 sheets, 210 lbs. are quoted at \$11 and IC, 216 lbs., at \$11.50 per box.

Wrought Iron Pipe.—The market continues very firm and prices are unchanged although an advance is looked for in the near future. The scarcity and high price of skelp is affecting the situation and makers of pipe are unwilling to quote far ahead.

Wire Nails.—The situation remains the same and prices on wire nails are

unchanged at \$3.65 per reg. base. Wire rods are as scarce as ever and prices high, so wire nails may advance. Cut nails are firm and unchanged at \$3.40 per Reg. base.

Lead Pipe.—The market is very steady and prices firm at \$14 for lead pipe and \$15 for waste pipe per 100 lbs. with a discount of 5 per cent. for traps and bends.

Wire.—Prices on wire and wire products are firm at the advance announced last week. Smooth steel wire No. 0-9 gauge is quoted at \$3.90 per 100 lbs. base.

Cordage Market.—Prices on binder twine are very firm but makers are not taking orders as the factories are booked up, due largely to a heavy export demand. The rope market is firm at the higher prices announced last week. Stocks of Manila, in the hands of importers are low and prices are high on account of the shortage of tonnage and high freight rates. Some sisal is coming in but only in comparatively small quantities.

LONDON

LONDON, Ont., May 16.—Business conditions in this district are causing the merchants to look forward to the summer's trade with a great deal of satisfaction. A good trade is expected. Business continues good from both city and outside points.

Linseed Oil Lower.—There has been a slight decline in the price of linseed oil during the past week. The new prices which are now prevailing are as follows:

	Raw.	Boiled.
1 to 2 bbls., per gal. . .	89c	92c
3 to 5 bbls., per gal. . .	88c	91c
6 to 9 bbls., per gal. . .	86c	89c

Turpentine Shows Decline.—Turpentine prices are slightly easier and show a decline. Quotations in 1-bbl. lots are made at 70c per Imperial gal.; in 2 to 4-bbl. lots, 69c; in 5-gal. lots, 77c.

Advance in Saws.—Disston's hand saws, pruning saws, etc., are being quoted at an advance of 10 per cent. over recent prices.

Steel Butts Go Upward.—The market in plated steel butts has shown a decidedly firmer aspect. They are now being quoted at an advance of 25 per cent.

Winchester Rifles Advance.—Prices of Winchester rifles are being quoted at slightly higher levels. The old price for these articles was $7\frac{1}{2}$ per cent. off list. The new price for 1890, 1892, 1894 and 1903 models are net list. For models 1886, 1895, 1905 and 1907, 5 per cent. is being added to list price. For the 1910 self-loading model 15 per cent. is added to list price.

Lawn Mowers.—Taylor-Forbes lawn mowers are being quoted at 50 and 5 per cent. off list price. Repair parts for the same are quoted at 40 per cent. off list.

Screen Wire Up.—Bronze screen wire has shown an advance in price over last week's quotations, the new price being 12c per square foot. Painted screen wire is being quoted in 100 ft. rolls at \$2 per 100 sq. ft. In 50-ft. rolls the price is \$2.05 per 100 sq. ft.

Hinges Advance.—Screen door hinges

are being quoted at an advance over recent prices. No. 20 are being sold at \$10 per gross, or 85c per doz.

Step Ladders Up.—A new price on step ladders has gone into effect during the week. Shelf lock is being quoted at 14c per foot, and Faultless at 21c per foot. Extension ladders, 32 feet and under, are selling at 16c per foot; 34 to 44 feet, the price for extensions is 18c per foot; 46 feet and over, 25c per foot.

Cheap Steel Inside Sets.—Cheap steel inside sets, A-C or dull brass, are being quoted at \$4.90 per doz.

White Lead in Oil.—The market for white lead in oil has shown firmness during the past week. There is no change from recent quotations. Pure white lead in oil in ton lots is quoted at \$13.95 per 100 lbs.; in less than ton lots, \$14.25.

Rope Prices Firm.—There has been no change in the price of rope during the week. Pure Manila is quoted at 22 $\frac{1}{2}$ c per lb.; British at 18c per lb.; African hemp rope at 18c per lb.; sisal at 13 $\frac{1}{2}$ c.

Harvest Tools.—These articles are being quoted at 40 per cent., 5 per cent., and 5 per cent. off list prices. Spades and shovels, firsts, are quoted at 50 per cent. off list; seconds at 45 per cent. off list; fourths at 35 per cent. off list.

WINNIPEG

WINNIPEG, Man., May 18.—With the advent of fine weather, the various jobbers report that the sale of sporting goods is increasing, and already they anticipate difficulty in supplying such lines as come from Great Britain. This will affect very largely the business done on golf and tennis supplies, although undoubtedly American manufacturers will try to overcome the difficulty somewhat. The same cry is heard, however, about the shortage of raw material, and this being the case, jobbers will have to be satisfied with smaller shipments.

Orders for baseball goods have been coming in very freely. Jobbers are advising their salesmen to book up orders for skates, hockey sticks, and sundries, as manufacturers of skates have withdrawn all prices, and in some cases decline to accept further orders until assured that they will be able to fill same. This is only one line of many on which similar reports are daily being received, and it would seem that it would be to the retailer's advantage to book any and all lines which the jobbers advise they will be able to supply.

Some of the Winnipeg jobbers are greatly interested in a small-sized bicycle for boys and girls from four to ten years of age, and it would certainly seem as though this line will prove an extremely good seller. The price is very reasonable, as this line can be retailed for \$14 or \$15.

The past week saw a great number of price changes go into effect, and as usual the tendency is upward. One of the lines which seems to be showing great activity in this direction just now is Kraft wrapping paper, the price of which has been advanced to 9c per lb. Jobbers advise that it is almost impossible to buy same at the present time, and further advances may be expected.

The different lines of annealed and galvanized wire have all come in for a revision of price, and we give herewith a memorandum of the lines affected, with to-day's quotations on same:

Annealed Wire—No. 9, \$4.30 per 100 lbs.; No. 10, \$4.36; No. 12, \$4.50; No. 14, \$4.60; No. 15, \$4.70; No. 16, \$4.90.

Bale Ties—14 gal., \$4.65 Ft. William; \$5.05 Winnipeg.

Stove Pipe Wire—No. 19, \$7 per 100 lbs.

Galvanized Wire—Winnipeg: No. 6-7-8, \$5 per 100 lbs.; No. 10, \$5.10; No. 11, \$6; No. 13, \$4.75; No. 14, \$5.75; No. 15, \$6.25; No. 16, \$6.75; No. 9, \$4 Ft. William, \$4.50 Winnipeg; No. 12, \$4.20 Ft. William, \$4.50 Winnipeg.

Galvanized Coiled Spring Wire—No. 9, \$4.05; \$4.55 per 100 lbs.

Bright Tinner's Wire—No. 0-9, \$4.30 per 100 lbs.; No. 10, \$4.36; No. 11, \$4.42; No. 12, \$4.50; No. 13, \$4.60; No. 14, \$4.70; No. 15, \$4.85; No. 16, \$5.

A new discount has been issued on twist drills. Bit stock drills, No. 108, are now quoted at 45 per cent., and blacksmith drills, No. 112, at a discount of 40 per cent.

One of the latest lines to show a change in price is tank pumps, to-day's quotation of \$6 being the highest price for many years.

A new price on corrugated tee and strap hinges in bulk and in cartons has just been issued; a memorandum of same is given herewith:

Corrugated Strap Hinges, in bulk—4 in., \$1.05 doz. prs.; 5 in., \$1.45; 6 in., \$2; 8 in., \$3.20; 10 in., \$4.75; 12 in., \$7.20.

Corrugated Tee Hinges, in bulk—4 in., \$1.25; 5 in., \$1.90; 6 in., \$2.25; 8 in., \$4.15; 10 in., \$5.90; 12 in., \$8.55.

Corrugated Strap Hinges, in cartons—4 in., \$1.50; 5 in., \$1.95; 6 in., \$2.45; 8 in., \$3.75; 10 in., \$5.60; 12 in., \$8.25.

Corrugated Tee Hinges, in cartons—4 in., \$2.10 doz. prs.; 5 in., \$2.75; 6 in., \$3.55; 8 in., \$5.40; 10 in., \$7.60.

Another line on which Hardware and Metal predicted advances some time ago is washing machines, and the price on the New Century B of \$8.40 will show to what extent this line has been affected.

New prices have also been issued on washboards, the enamel and crystal now selling at \$4.75 per dozen.

The latest quotations on galvanized sheets "Apollo" is given herewith. This shows an advance of 25c per cwt. Black steel sheets, Nos. 10, 12, 14 and 16-gauge are also being quoted at a revised price, and a memorandum of the correct quotations follows:

Black Sheets—10 ga., \$5 per 100 lbs.; 12 ga., \$5.10; 14 ga., \$5; 16 ga., \$5.10. Other gauges no change.

Apollo Galvanized Iron—10%, \$7.50 per 100 lbs.; 28, \$7.25; 26, \$6.95; 24, \$6.55; 22, \$6.45; 18 and 20, \$6.25; 16, \$6.10.

The new prices which have been made on churns shows that this line has taken a jump of about 5 per cent., and to-day's quotations are as follows:

Churns—No. 0, \$5.60 each; No. 1, \$5.60; No. 2, \$6.25; No. 3, \$6.90; No. 4, \$8.15; No. 5, \$10.

Lace leather, both rawhide and tanned, has advanced, and new prices are given herewith:

Lace Leather—Rawhide sides, \$1.15 lb.; rawhide cut laces, \$1.30 lb.; tanned sides, \$1.20 lb.; tanned cut laces, \$1.35 lb.

In sympathy with various other lines of wire products, it would seem quite right that a new price should be made on barbed wire, and to-day's quotations will show that this advance has gone into effect:

Lyman \$3.65 Ft. William, \$5.90 spool, Winnipeg; Glidden, \$3.50 Ft. William, \$3.75 Win-

nipeg; Baker, \$3.45 Ft. William, \$3.70 Winnipeg.

Other lines which have been affected are given below. From these it will be seen that the new quotations being made on the various products is very general, applying to particularly all lines handled by the hardware merchant.

Planned Copper—14 and 16, 60c lb.

Tinned—14 and 16, 47c lb.

C C S Wire Rope— $\frac{1}{4}$, \$6.75 per 100 ft.; 5-16, \$7; $\frac{3}{8}$, \$7.50; 7-16, \$8; $\frac{1}{2}$, \$8.50; 9-16, \$10.50; $\frac{3}{4}$, \$11; $\frac{7}{8}$, \$13.75; $1\frac{1}{8}$, \$19.25; 1, \$25.

Cut Nails—Base, \$4.20 per 100 lbs.

Brass Snare Wire—1 oz. rings, 22 ga., 80c lb.; 24 ga., 80c lb.

Tire Bolts, 35%.

Stove Bolts, 60%.

Lantern Globes—Cold Blast, cases, 70c doz.; less, 75c doz.

Trulite Short Globes, any quantity, 85c doz.

Agricultural Wrenches—No. 6, \$3.50; No. 8, \$4.20; No. 10, \$4.90; No. 12, \$6.30; No. 15, \$8.40.

One reduction in price is to be noted for the week, as the following quotations on plain twist wire will indicate:

Plain Twist Wire, \$3.90 Ft. William, \$4.30 Winnipeg, per 100 lbs.

Decline in Linseed Oil

The linseed oil market is weaker and prices have declined 5c a gallon. Oil is now quoted at \$1 for raw and \$1.03 for boiled in single barrel lots. Turpentine is also weaker having declined 3c per gallon. Turpentine is now quoted at 80c per Imperial gallon.



AREA AND CONDITIONS OF FALL WHEAT

The Census and Statistics Office at Ottawa has issued the first crop report for the present season under date of May 12. Speaking of the condition of the fall wheat it says:

Owing to the heavy fall of snow during the month of March, which protected the young plants from the spring frosts, the fall wheat is reported as being in exceptionally good condition at the end of April. In Ontario, where 820,600 acres were sown, as estimated last fall, not more than 5.6 per cent. is reported as winter killed and in Alberta with 260,500 acres estimated as sown, the proportion winter killed is placed at 4.9 per cent. These proportions are lower than in any previous year on record, for these provinces. In 1914 the percentage winter killed was 19 in Ontario and 15.6 in Alberta, while last year it was 6.8 in Ontario and 6.2 in Alberta. The area winter killed this year was 45,800 acres in Ontario and 12,800 acres in Alberta as against 71,000 acres in Ontario, and 14,300 acres in Alberta last year. The area of fall wheat to be harvested this year is placed at 774,800 acres in Ontario, 247,700 acres in Alberta, 9,400 acres in Manitoba, 4,100 acres in Saskatchewan and 6,200 acres in British Columbia, being a total for the Dominion of 1,042,200 acres as against 1,208,700 acres in 1915 and 973,300 acres in 1914.

The general condition of the crops on April 30th, which measured by the stand-

ard of 100 as representing a full crop, is 89 in Ontario, as compared with 93 last year, and 78 in Alberta as compared with 83. For Ontario the figure was only surpassed last year and in 1910. The condition for the whole of Canada on April 30 was 88, which converted into a standard of 100 as representing the average condition at the same period for the seven years 1909 to 1915 indicated a condition of 108 or an anticipated yield per acre of 8 per cent. in excess of the seven year's average, provided that conditions between now and harvest time are not abnormal.

Hay and Clover Meadows

The proportion of hay and clover meadows, winter killed proved to be unusually small, being only 3.5 per cent. for all Canada as compared with 10 per cent. last year, 14 per cent. in 1914, and 22 per cent. in 1913. The average condition was 92 per cent. of the standard or full crop as compared with 91 per cent. last year, 86.7 per cent. in 1914, 89.6 per cent. in 1913, and 74.6 per cent. in 1912.

Progress of Spring Seeding

It is as yet too soon to report on the Maritime provinces. The spring is late, and the general conditions in Quebec and Ontario are not favorable for early planting. Last year on April 30, it was estimated that 63 per cent. of the planting was completed as against 27 per cent. this year. Of spring wheat this year 1.8 per cent. of the estimated acreage was sown in Quebec, 4.3 per cent. in Ontario, and from 26 to 80 per cent. in the Middle West, being 26 per cent. in Manitoba, 36 per cent. in Saskatchewan, and 80 per cent. in Alberta. In 1915 not more than 8 per cent. of the acreage under wheat remained to be sown after May first. The quantities of oats and barley sown at this date are also relatively small.



POSSIBLE GASOLINE SUBSTITUTE

Motorzine, a substance invented by W. H. Stevens, of St. Louis, to supply a cheap substitute for gasoline, has been given exhaustive tests, during which it is stated that an average of twenty-seven miles to a gallon was made. When mixed with crude oil or coal oil, the new fuel clarifies it at once, and the heavier oil does not carbonize, according to reports. The inventor states that it will be possible to make it for about three or four cents a gallon in 1,000,000 gallon lots.



GOODLY MISTAKES

A mistake is of value in inverse proportion to a man's recognition of it. The bigger the mistake the greater the value. When a man learns to eat a lunch of humble pie he is getting an appetite for a dinner of big business.

WEEKLY PAINT DEPARTMENT

Montreal Has Had Big Paint Up Week

Merchants Have Been Alive to Opportunity and Have Linked Up Their Advertisements on Pages Containing News of the Campaign—Newspapers Devoted Big Space to Movement.

MONTREAL has not been behind other cities in carrying out an energetic clean-up and paint-up campaign. Taking advantage of the opportunity presented the merchants have

Montreal has undertaken the work. Prizes to the value of no less than \$1,250 will be awarded.

The city has been divided into five districts, namely North, South, East, West and Centre, 150 prizes amounting to \$250 will be distributed in each of the five districts.

The points considered in judging will be as follows:—

Relative to Backyard.—The absence of all rubbish, such as cans, ashes, broken glass, straw, chips, etc. Also freedom from weeds.

Relative to Front Yard.—Absence of all rubbish, cans, straw, etc. Freedom from weeds. Front yard in grass, and it kept trimmed.

Relative to Exterior Improvement.—The painting of the exterior paints of the house, such as verandahs, balconies, etc. Or if these do not need painting this year, the cleaning of them. The cleaning out of sheds. The painting or white-washing of sheds. The straightening of fences, and the painting or white-

washing of same. Or the screening of them with vines or flowers.

Relative to Flower and Vegetable Planting.—The making of Flower gardens, in the front yard, and the putting

Supply Your Clean-up Needs at ALMY'S

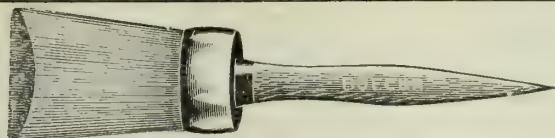
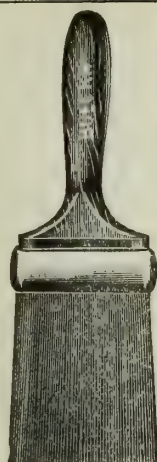
We are ready to help you with a most complete line of everything you may need to Paint Up, Clean Up and Brighten Up the House and its surroundings. You may come here with great expectations and be sure not to be disappointed. Below are a few of the many Special Values we offer this week.

12 inch Rakes	10c	12 inch Rakes	10c
14 inch Rakes	12c	14 inch Rakes	12c
16 inch Rakes	14c	16 inch Rakes	14c
18 inch Rakes	16c	18 inch Rakes	16c
20 inch Rakes	18c	20 inch Rakes	18c
22 inch Rakes	20c	22 inch Rakes	20c
24 inch Rakes	22c	24 inch Rakes	22c
26 inch Rakes	24c	26 inch Rakes	24c
28 inch Rakes	26c	28 inch Rakes	26c
30 inch Rakes	28c	30 inch Rakes	28c
32 inch Rakes	30c	32 inch Rakes	30c
34 inch Rakes	32c	34 inch Rakes	32c
36 inch Rakes	34c	36 inch Rakes	34c
38 inch Rakes	36c	38 inch Rakes	36c
40 inch Rakes	38c	40 inch Rakes	38c
42 inch Rakes	40c	42 inch Rakes	40c
44 inch Rakes	42c	44 inch Rakes	42c
46 inch Rakes	44c	46 inch Rakes	44c
48 inch Rakes	46c	48 inch Rakes	46c
50 inch Rakes	48c	50 inch Rakes	48c
52 inch Rakes	50c	52 inch Rakes	50c
54 inch Rakes	52c	54 inch Rakes	52c
56 inch Rakes	54c	56 inch Rakes	54c
58 inch Rakes	56c	58 inch Rakes	56c
60 inch Rakes	58c	60 inch Rakes	58c
62 inch Rakes	60c	62 inch Rakes	60c
64 inch Rakes	62c	64 inch Rakes	62c
66 inch Rakes	64c	66 inch Rakes	64c
68 inch Rakes	66c	68 inch Rakes	66c
70 inch Rakes	68c	70 inch Rakes	68c
72 inch Rakes	70c	72 inch Rakes	70c
74 inch Rakes	72c	74 inch Rakes	72c
76 inch Rakes	74c	76 inch Rakes	74c
78 inch Rakes	76c	78 inch Rakes	76c
80 inch Rakes	78c	80 inch Rakes	78c
82 inch Rakes	80c	82 inch Rakes	80c
84 inch Rakes	82c	84 inch Rakes	82c
86 inch Rakes	84c	86 inch Rakes	84c
88 inch Rakes	86c	88 inch Rakes	86c
90 inch Rakes	88c	90 inch Rakes	88c
92 inch Rakes	90c	92 inch Rakes	90c
94 inch Rakes	92c	94 inch Rakes	92c
96 inch Rakes	94c	96 inch Rakes	94c
98 inch Rakes	96c	98 inch Rakes	96c
100 inch Rakes	98c	100 inch Rakes	98c

3 Ply Guaranteed Garden Hose
12 inch, 10c
14 inch, 12c
16 inch, 14c
18 inch, 16c
20 inch, 18c
22 inch, 20c
24 inch, 22c
26 inch, 24c
28 inch, 26c
30 inch, 28c
32 inch, 30c
34 inch, 32c
36 inch, 34c
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74 inch, 72c
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78 inch, 76c
80 inch, 78c
82 inch, 80c
84 inch, 82c
86 inch, 84c
88 inch, 86c
90 inch, 88c
92 inch, 90c
94 inch, 92c
96 inch, 94c
98 inch, 96c
100 inch, 98c

Paint Brushes
(flat or oval) .5c. up to \$1.75
White Wash—2 lbs. for .5c
White Wash Brushes—20c. up to \$1.50
Scrub Brushes 10c, 15c and 25c
Almy's—Fourth Floor Up
Mail Orders Filled

Specials from our Electric Fixture Dept.
THREE-LIGHT DROP FITTERS
10 inch, 12 inch, 14 inch, 16 inch, 18 inch, 20 inch, 22 inch, 24 inch, 26 inch, 28 inch, 30 inch, 32 inch, 34 inch, 36 inch, 38 inch, 40 inch, 42 inch, 44 inch, 46 inch, 48 inch, 50 inch, 52 inch, 54 inch, 56 inch, 58 inch, 60 inch, 62 inch, 64 inch, 66 inch, 68 inch, 70 inch, 72 inch, 74 inch, 76 inch, 78 inch, 80 inch, 82 inch, 84 inch, 86 inch, 88 inch, 90 inch, 92 inch, 94 inch, 96 inch, 98 inch, 100 inch, 102 inch, 104 inch, 106 inch, 108 inch, 110 inch, 112 inch, 114 inch, 116 inch, 118 inch, 120 inch, 122 inch, 124 inch, 126 inch, 128 inch, 130 inch, 132 inch, 134 inch, 136 inch, 138 inch, 140 inch, 142 inch, 144 inch, 146 inch, 148 inch, 150 inch, 152 inch, 154 inch, 156 inch, 158 inch, 160 inch, 162 inch, 164 inch, 166 inch, 168 inch, 170 inch, 172 inch, 174 inch, 176 inch, 178 inch, 180 inch, 182 inch, 184 inch, 186 inch, 188 inch, 190 inch, 192 inch, 194 inch, 196 inch, 198 inch, 200 inch, 202 inch, 204 inch, 206 inch, 208 inch, 210 inch, 212 inch, 214 inch, 216 inch, 218 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THE BRISTLES CAN'T
COME OUT

QUALITY

is always a pre-eminent feature in



“STEEL GRIP”
PAINT AND
VARNISH **BRUSHES**

The favorable reputation which they bear is due largely to this, and the advantage of the “Bristle Tight” feature adds considerably to their popularity.

They are guaranteed—this relieves the dealer of responsibility. He knows that every “Steel Grip” customer is bound to get satisfaction—and is therefore a safe line for the dealer to recommend.

PRACTICAL PAINTERS PREFER BOECKH'S.

Write for prices, etc.

The Boeckh Bros. Company, Ltd., Toronto, Can.



**High Paint Value
Brings Re-orders**

The re-order-producing powers of

**Jamieson's Pure Prepared
Paints and Varnishes**

are making excellent business for our agents all over the Dominion.

It will be well worth your while to take a minute, right now, to send for details of our proposition.

R.C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

The scoring is to count as follows:

General appearance of back and front yards relative to cleanliness to score up to	30%
General exterior appearance to score up to	20%
Flower and vegetable planting to score up to	25%
General improvement to score up to	15%
General appearance to score up to	10%

Moving Pictures All Week

Free moving pictures, lantern slides and lectures on hygiene have been held throughout the week. These lectures have been given by such men as F. A. Covert, Dr. E. J. Kennedy, Dr. J. Nolin, Aug. Angers, Dr. W. H. Atherton, Ed. Monet, F. A. Abraham, Dr. S. Boucher and others. The city and school commissioners placed the various schools at and school halls at the disposal of the committee for the meetings. The schedule for the past week has been laid out as follows

The schedule for Clean-up Week is as follows:—

Sunday, May 14th—Sermon Day. In charge of Dr. W. H. Atherton.

Monday, May 15th—Fire Prevention Day. In charge of Chief J. Tremblay.

Tuesday, May 16th—Front Yard Day. In charge of Dr. W. G. Kennedy.

Wednesday, May 17th—Back Yard Day. In charge of Mr. A. B. Ware.

Thursday, May 18th—Sanitation Day. In charge of Hon. Dr. J. J. Guerin.

Friday, May 19th—Paint Up Day. In charge of Mr. W. H. Gerke.

Saturday, May 20th—Children's Day. In charge of Dr. S. Boucher.

PAINTS CLUB ELECTS OFFICERS

The annual meeting of the Paint, Oil and Varnish Club of New York was held in the dining room of the Drug and Chemical Club last week. This club has been in existence for thirty years and next to the Paint Club of New England is the oldest organization of its character in the United States.

The officers elected were H. S. Chatfield, president; D. W. Edgerly, vice-president; Frank E. Cornell, secretary, to succeed himself, and Harry Woolsey treasurer; executive committee, T. E. Kearns, chairman; J. W. Bossert, W. E. Orr, F. L. Medbury, Carl J. Schumann and Frank Waldo; arbitration committee, Luther Martin, chairman; R. O. Walker, Eugene Merz and Frank Woolsey. Sixteen delegates and as many alternates were chosen to attend the annual convention of the National Paint, Oil and Varnish Association, which is to be held at the Hotel Traymore, in Atlantic City, from October 9 to 12, inclusive.

NEW PAINT PLANT AT MONTREAL

McArthur-Irwin announce that plans are now approved for a new paint plant to be undertaken at once at Montreal and that A. W. Poole, formerly sales manager of Brandram-Henderson, has become associated with the organization as manager of the paint and varnish works.

It is the intention of the management to maintain a plant that in completeness of equipment will not be surpassed by any other paint factory on the continent. The new plant in construction, and in machinery and appliances will incorporate the latest improvements.

The growth of the company's business during the last few years, has necessitated the acquiring each year of increased facilities, including the recent opening of office and warehouse at Colborne street, Toronto.

A. W. Poole brings to the McArthur-Irwin organization a wide paint merchandising experience gained during the last 14 years with such well-known houses as Brandram-Henderson, The James Robertson Co. and The Hammar Bros. White Lead Co., of St. Louis.

U. S. STEEL IN CANADA

Plans Being Considered for Big Project at Sandwich

In connection with the big project of the United States Steel Corporation at Sandwich, Ont., which has long been considered, plans are being furthered in relation to immediate development, and the outlook is that with the present boom in the steel industry actual operations will commence shortly. For several years the company has been making scientific investigation of the various conditions surrounding the property at Ojibway, covering geological and climatic conditions, temperature, moisture, etc., and including preliminary work on grading and other operations required for the construction of large docks and other facilities. For the time being it is generally understood that the \$20,000,000 project, with its twelve furnaces, is not being considered, and that to start only three furnaces will be built.

The Canadian Steel Corporation—Dominion subsidiary of U. S. Steel—has been organized, with Judge Elbert H. Garry as president and Ward S. Perley as vice-president and general manager in charge of the construction. Mr. Perley for some years has been assistant to the president, Jas. A. Farrell, and is eminently qualified to fulfill the duties of his new position.

PERSONAL

Ernest Millen, president of John Millen & Sons, of Montreal, has just returned from an extended trip to the West of six weeks' duration.

W. H. Gerke, vice-president and general manager of the Martin-Senour Co., of Montreal, has been appointed manager of the Paint-up Day of the clean-up campaign in that city.

H. G. Browning, who conducts a plumbing, heating and metal working establishment at St. Andrews, N.B., and who makes a specialty of bicycle repairs and gasoline lighting, was in Montreal during the week and paid a visit to the office of Hardware and Metal.

PAINT CASE TO GO INTO COURT

At a meeting on Monday night, the Toronto branch of the Retail Merchants' Association decided to carry to the courts the case of the T. Eaton Co. in regard to selling paint at 33c per quart, for which it was claimed in the advertisement that it contained "only pure lead, pure zinc, pure dry colors, and pure linseed oil." The analysis of this paint was gone into fully in a recent issue of Hardware and Metal, and readers are familiar with the details. It will be interesting to follow the results.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

Please quote the reference number when requesting addresses.

467. **Decorated tin boxes.**—An Irish company of tobacco and cigarette manufacturers desires the addresses of Canadian manufacturers of decorated tin boxes.

468. **Toys.**—A London firm, who handle toys for import and export, desires the addresses of Canadian manufacturers seeking export trade.

473. **Brush blocks.**—A London brush manufacturing company invites correspondence from Canadian makers of brush blocks.

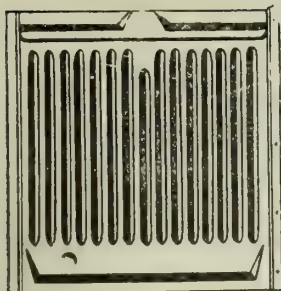
475. **Hardware or metal household goods.**—A manufacturers' agent in Toronto is in receipt of a request from London, England, for the names of Canadian manufacturers of hardware or metal household goods desirous of opening an agency in the United Kingdom.

476. **Trade with Russia.**—A manufacturers' agent in Vladivostok, Russia, offers to reply to any specific inquiries which Canadian manufacturers may make with regard to trade opportunities in Eastern Siberia.

490. **Wire nails.**—A Hull firm wishes to be placed in communication with Canadian manufacturers of wire nails, steel butt hinges, back flaps, etc.

492. **Strawboards, leather boards, etc.**—A Newcastle firm of box manufacturers wishes to hear from Canadian shippers of strawboard, leather board, enamel and craft papers and corrugated paper. Their annual requirements of strawboards, under normal conditions, are in the neighborhood of 60 to 80 tons yearly, but, at present, this consumption has been reduced by half. Samples should accompany the strawboard quotations.

494. **Wall paper.**—A firm in British Guiana has asked to be put in communication with Canadian manufacturers of wall paper.



Push The Shingles That Bring Repeat Sales

You alone can decide the sales you will have this season. You and the shingles you select. To be content with anything less satisfying than Pedlar Shingles, is to be content with only meagre sales.

PEDLAR'S "GEORGE" and "OSHAWA" SHINGLES

bring repeat sales wherever they are used on barn or home. The assurance of perfect protection from wind, rain, lightning, fire and decay makes them preferred by all discriminating buyers. Pedlar's Shingles are the only Shingles that lock on all four sides.

Pedlar's "George" Shingle (size 24" x 24") is the most desirable on the market for barns and big buildings.

Pedlar's "Oshawa" Shingle (size 16" x 20") is equally desirable for residences and smaller buildings.

Decide now to get the big repeat shingle sales that should be yours. Write to-day for dealer prices and information.

The Pedlar People, Limited

(Established 1861)

Executive Offices and Factories: OSHAWA, ONT.

Branches: Montreal, Ottawa, Toronto, London, Winnipeg

McFarlane Extension Ladders

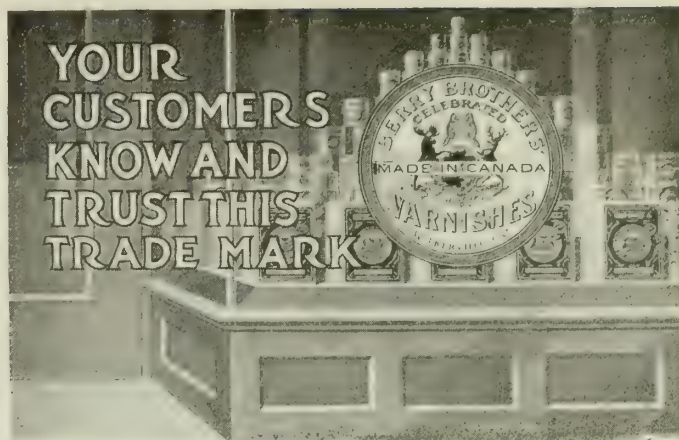
Last for Years and are Guaranteed



We are now using selected Canadian fir in the sides, this class of lumber being absolutely clear of cross grains and much lighter than the old style Georgia pine ladder.

If you are not already using McFarlane Ladders let us send a trial shipment. If they are not satisfactory return them at our expense.

McFarlane Ladder Works
Toronto, Canada



YOUR CUSTOMERS KNOW AND TRUST THIS TRADE MARK

IF you handle varnishes you will find the label of Berry Brothers a profitable asset in sales making. It is an asset that has been steadily increasing in value since we commenced making varnish in 1858.

Among all classes of varnish buyers Berry Brothers' label is known to be a guarantee that all products sold under it are absolutely reliable and true to description. It is this confidence in our products that makes them so safe to recommend and easy to sell.

We make a specially adapted varnish or enamel for every known use and they can be depended upon to satisfy the most critical customers.

You can build up a bigger varnish business by making a leader of Berry Brothers' line.

Here are four quick sellers:

LUXEBERRY WHITE ENAMEL—Whitest white, stays white. Makes permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—Floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—For general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—For exterior work. Especially adapted for durability under extreme exposure. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for our price list and interesting
dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(322)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 18.—Spring activity in the paint trade is at its height. Although general conditions, as created by the war and a backward season, accompanied by considerable rain, are unfavorable factors, manufacturers report that deliveries are not only remarkably heavy, but that sorting orders are coming along in very satisfactory volume, considering the high prices which have come into effect since the spring bookings closed. In the city there has been an improvement, which is emphasized by the dull conditions which have prevailed for many months. The strike of employees of the local transport companies serving the railways is practically over, and, with normal conditions again prevailing, special efforts are being made to catch up with deliveries.

Oil and turpentine are both somewhat easier again this week, but lead and zinc are firm, and other ingredients continue their advancing tendency. The outlook is not for any early change in the prices for ready mixed lines, and the easiness of oil and turpentine referred to tends but little to counteract the strength in other departments.

Oil Continues Easy.—Although the market for linseed oil shows no material decline from a week ago, there is a tendency on the part of jobbers, who have been holding prices up, to reduce them to the lower level. Thus, while at last report there were high quotations of 92c and 95c respectively for raw and boiled and low conditions of 85c and 88c, the present high figures this week are 87c and 97c, with the low at the same level as a week ago. This has the effect of reducing a spread of 7c to a spread of 2c. The situation is covered by the following conditions:

	Raw.	Boiled.
1 to 2 barrels	85c-87c	88c-90c
3 to 5 barrels	84c-86c	87c-89c
6 to 9 barrels	83c-85c	86c-88c

Lead Continues Firm.—There is no change in the situation as regards white lead so far as quotations are concerned, and the basis of \$13.80 for ton lots and \$14.10 for smaller quantities is firmly continued. Outside influences indicate that the market for pig is somewhat firmer after a tendency downward for several weeks.

Turpentine Declines.—The shading down of quotations for turpentine, noted for several weeks, has culminated in a material decline. As compared with a low figure of 72c a week ago, with a high of 74c, a low figure of 68c is now generally heard, with the high market around 70c. Figures are as follows:

1 barrel	68c-70c
2 to 4 barrels	68c-69c

Gasoline Declines.—In view of the reports which have been heard for several months, and in view of the situation prevailing in the United States, a surprising development in the gasoline market this week was a decline of 1c per gallon. The weakness indicated is evidently local in application and the outlook is that the price will soon move back to the former figure. Distributors in Montreal state that they have no explanation of the change, but it appears to have been due to accumulation of stocks here.

Gasoline in barrels	33c-34c
Gasoline in drums	30c-31c
Gasoline, tank wagon....	29½c-30½c
Benzine half a cent lower.	

Advance in Putty.—An advance of 15c all around has gone into effect this week on putty. This increase in price is due to the higher cost of raw materials. The value of whiting in this country has been steadily advancing since the outbreak of the war, owing to the higher freight rates, which particularly affect a heavy commodity of this kind.

Bulk, in casks	\$2.70
Bulk, 100-lb. drums	2.90
Bulk, 25-lb. drums	3.00
Bladders, in barrels	3.30

Higher Price for Blacks.—Following the material advance in the price of lampblacks and other blacks referred to in last report, there have been a number of increases in quotations. Pure dry drop black has been advanced from 20c to 25c; lampblack in oil is now quoted at 20c and marine black in irons has been advanced from 6c to 7c.

TORONTO

TORONTO, May 18.—The unsettled weather is interfering with the retail trade, but the volume of business is ahead of last spring, and a brisk demand may be expected as soon as the weather becomes more favorable. Paint makers are much concerned over the scarcity and steady increase in cost of raw materials. The situation in this regard is getting more acute, with no relief in sight. Prices are generally very firm, and an advance in putty has been made owing to the increase in cost of whiting. The booking date for white lead has been fixed for July 31. The linseed oil and turpentine markets are firmer, with quotations at the same level as last week.

Linseed Oil.—The oil market, although unsettled, is unchanged at last week's

level. There is still some variation in prices, but 89c-92c is generally being quoted, although 85c-88c has also been heard. The spread is the result of a light demand, and until business picks up, the market will no doubt be unsettled. An improvement in the weather will stimulate business, and the oil market will become firmer. The following range of prices is being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	85c-89c	88c-92c
3 to 5 barrels	84c-88c	87c-91c
6 to 9 barrels	82c-86c	85c-89c

Turpentine.—There is a continued scarcity of turpentine in Toronto owing to the inability of shippers to get freight through from the South by steamer. The market is weak in the South, and the situation there unchanged. Business is dull and market steady. The resin situation is unchanged. There is a good demand for manufacturing purposes, but supplies are scarce. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 70c; 2 to 4-barrel lots, 69c, and 5-gallon lots, 77c per Imperial gallon.

White Lead.—The market is holding steady, and white lead is unchanged at \$13.95 per 100 lbs. in ton lots. The new booking date for white lead is July 31. The last date being April 30.

Whiting.—An advance in whiting is under consideration, and higher prices will probably be announced shortly. This material is very scarce owing to the difficulty in obtaining supplies from England and very high ocean freight rates.

Gasoline.—The market continues very firm and steady, with prices unchanged at 32c for gasoline and 31½c for benzine per gallon.

Glass.—American glass manufacturers are reported as having more business than they can handle. Stocks at the factories, which should be heavy at this time of the year, are unusually light and a scarcity of plate glass is anticipated. The glass blowers will be stopping work for the summer very shortly, which will make the situation more acute.

Putty Advances.—An advance of 15c per 100 lbs. has been made in putty owing to the scarcity and high cost of whiting. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40
Pure putty, 70c per 100 lbs. advance.	

A page out of our book

ENTITLED

“B-H Specialties—Four Famous Finishes”

This is page 7 from an artistic booklet on our Four Famous Finishes, with art cover from fine three-color blocks. These booklets are supplied to merchants handling our products. Send in to-day for information regarding

**GOLD
MEDAL
VARNISH**

B-H

GOLD MEDAL VARNISH FOR INSIDE AND OUTSIDE WORK

GOLD MEDAL possesses the unusual quality of being equally suitable for indoor or outdoor service, hence it may properly be used for almost any purpose about the house—for doors, porches, verandahs, and for inside wood work generally.

Gold
Medal—
a prize product

It is an exceptionally durable varnish, and is not sensibly affected by alternations of heat and cold and wet and dry, hence does not disintegrate under atmospheric influences.

Owing to its denseness and uniform texture, it is specially serviceable for use about public buildings, hospitals, etc., on either wood or metal surfaces.

It is a fine varnish for use on natural wood as it not only preserves it but develops the full beauty of the grain, and can, if desired, be rubbed to a dull finish. It may also be used to advantage over painted or stained surfaces.

It is easy to use, even by the amateur, flows freely under the brush, dries quickly, has good body and unless rubbed to dull finish, maintains a high and beautiful lustre.

The B-H warrant of quality stands back of every can of Gold Medal Varnish sold.



B-H

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ing. t. 99% pure, lb. 68
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co.,
Resale discounts Eastern Canada:
22 Short Lesmok, 22 Long Lesmok
and Smokeless, 35-21½ off;
22 Short Smokeless, 40-10% off;
22 Long Rifle Lesmok and Smokeless,
25% off; 41 Swiss Ball
and Shot Cartridges, 26½% advance;
all other R. F. Ball Cartridges,
15% off; all other R. F. Centre
Fire Pistol and Rifle Ball Cartridges,
15½% advance; Centre Fire Pistol and
Rifle Shot Cartridges, 4% off; Centre
Fire Military and Sporting Ball Cartridges,
26½% advance; Centre
Fire Military and Sporting Shot
Cartridges, 15% advance; Primed
Shells and Bullets, 20% advance;
Brass Shot Shells First Quality,
30-10% off; Brass Shot Shells,
Second Quality, 45% off; Loaded
Paper Shot Shells, New Club,
15% off list; Nitro Club and Remington,
20-5%; Arrow, 25-10%.
Ball caps, B.B. Caps, \$2.55 per
M. net; C. B. Caps, \$3.20 per M.
net; Blanks, R. F. 22 Short, \$2.30
per M. net; R. F. 32 Short, \$3.75
net; C. F. 32 STW., \$8.25 per M.
net; C. F. 38 STW., \$10.45 net.

"Dominion" B.B. Caps, 35-
10%; C. B. Caps, 35-21½%;
22 short, black, 35-21½%; 22
short smokeless, 40-10%; 22
long, black, 35-21½%; 22 long,
smokeless, 35-21½%; 22 long,
rifle, black, 25%; 22 long,
rifle, smokeless, 25%; other
R. F. ball, 30%; R. F.
shot, 30%; Pistol and rifle
ball, add 5%; Pistol and rifle
shot, add 5%; military and
sporting advance 25%; Primers,
\$2.10 per M. net; brass shot
shells, 35%; "Winchester" B.B.
Caps, \$2.55 M. net; C. B. Caps,
\$3.20 M. net; 22 short, black and
Lesmok, 20-10%; 22 short,
smokeless, 37½%; 22 long, black
and Lesmok, 20-10%; 22 short,
smokeless, 22-10%; 22 long, rifle,
black, 15%; Other R. F. black,
15%; Other R. F. Ball, 15%; R.
F. Shot, 20-10%; Pistol and
Rifle Ball, adv., 10%; Pistol and
Rifle Shot, 25%; Military and
Sporting adv., 40%; Primers,
\$2.50 per M. net; Brass Shot
Shells, 20 and 10%.

Smokeless, Grand Prix, Eley, 20
and 5%; "Crown" Black Powder,
15 and 7½%; "Sovereign" Bulk
Smokeless Powder, 20 and 7½%;
"Regal" Dense Smokeless Powder,
20 and 7½%; "Imperial"
Shells, both Bulk and Dense
Smokeless Powder, 20 and 5%;
Canuck Smokeless, 20 and 7½%;
Empty shells, 27½%; 90 days net.
Shot, standard, 100 lbs., Toronto,
\$14.50; Montreal, \$14.25; net
extras, as follows, subject to cash
discount only: Chilled, \$1.50;
buck and seal, 80c; No. 28 ball
\$1.20 per 100 lbs.; bags less than
25 lbs.; ¼c per lb.; f.o.b. Montreal,
Toronto, Hamilton, London,
St. John and Halifax freight
equalized.

Dominion Hand Traps, \$3.50
each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No.
2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBIT.

Canada Metal Co., Ltd. — Imperial
Genuine, Imperial Tough,
Armature Special, White Brass,
Metallic Genuine, Harris Heavy,
Pressure, Hercules Genuine,
White Bronze, Star Frictionless,
Aluminoid, Mogul, No. 0, 1, 2, 3
and 4. Prices 11c to 60c lb.
Thomas Robertson & Co., Ltd.
—No. 1, 32c; No. 2, 23c; No. 3,
19c.
Tallman Brass & Metal Co. —
Arctic Metal—XXX Genuine Superior,
A Special, Hoo Hoo, "A,"
"B," "C," "D," No. 1, 2 and 3.
Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine,
Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 11c to 60c.
Langwells—Extra, 16c; No. 1,
15c; No. 2, 14c; No. 3, 12½c.

RELTING (Leather).

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, \$1.10; cut
laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

HENZINE, Montreal Toronto
Single bbls., gal. 0 32
Drums, gal. 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.
dia. and smaller, 40%.
Carriage Bolts (\$1), list, 7-16 in.,
25%.

Machine Bolts, ¾ in. dia. and
smaller, 40%.

Machine Bolts, 7-16 in. dia. and
larger, 30%.

Sleigh Shoe Bolts, ¾ in. dia. and
smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 25%.

Coach and Lag Screws, 50%.
Skein Bolts, 45%.

Square Head Blank Bolts, 30%.
Bolt Ends, 30%.

Plow Bolts, 30%.
Elevator Bolts, 30%.

Fancy Head Bolts, 25%.
Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list,
25%.

Whiffletree Bolts, 25%.
Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.
Stove Rods, per lb., 8c.

Stove Bolts, 62½%.
Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb. 0 07½

BRASS.

Per lb.
Springs, sheets, 8" wide,
up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARs (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded....\$8 00
30-gal. Standard, riveted.... 8 25
20-gal. extra heavy 11 50

BOARDS, BAKE.

Per doz.
No. 1-18" x 24" 6 60
No. 2-18" x 28" 7 20
No. 3-20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 30

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)

Tin Plate Zinc
Per doz.

Pony \$1 75
Crown 3 55
Dandy 3 75

Improved Globe 2 40
Standard Globe 2 50
Neptune 2 50

Original Globe 2 75
Newmarket King 4 25
Victor (Glass) 4 25

Jubilee 4 25
Diamond King (Glass) 4 50
Western King

(Enamel) 4 00
Wood, double faced. 1 25

Subject to small discounts for
quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 15 26
Weighted, 20 lbs., per doz. 17 62
Weighted, 25 lbs., per doz. 21 26

BUTTS.

No. 804 and 840, 57½%; No. 800
and 838, 40 and 10%; No. 802,
55%; No. 808, 50%; No. 810 and
814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.

Railway cans, 40%.
Hands, delivery and creamer
cans, 25%.

Cream cans, 35%; with dome top,
15c extra. Retinned, 70 and
10%. Plain, 70 and 20%.

Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload
lots, f.o.b. Toronto. 1 50 1 50

White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch,

per 1,000 23 00 28 00
Fire brick, English. 17 00 21 00
Fire brick, Mm., low. 23 00 25 00

Fire clay, 2½-lb. tins, doz. 1 25
CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05

25 lb. tins, per doz., lb. 0 04
CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.)... 0 25
Cement (in 5 and 10 gals.)... 0 23

Cement (in 2 gals.) 0 30
Cement (in 1 gal.) 0 35

CHALK.

Chalk, per gross. 0 65 0 80
Carpenter's lead pen-
cils, per gross 2 40 6 75

Crayons, per gross 0 20
Carpenter, white, gr. 0 65

Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Common cold, ½, \$1.25; ¾,
\$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if
B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼,
\$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16,
\$6.55; ½, \$6.35; 9-16, \$6.35; ¾,
\$6.20; ¾, \$6.10; ¾, \$5.95; 1, \$5.80.

Electric Weld Coil Chain—BB.
3-16 in., \$11.45; ¼ in., \$8.15; 5-16
in., \$6.65; ¾ in., \$5.60; 7-16 in.,
\$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain,
¾ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2,
\$10; No. 3, \$11; No. 4, \$13; No.
5, \$16; f.o.b. Toronto, Hamilton,
Fergus, London and St. Mary's.

37½%; f.o.b. Ottawa, Kingston
and Montreal, 35%.

COPPER.

Montreal Toronto
Casting ingot, see weekly report
Bars, ½ to 2 in. 47 50 46 00

Plain sheets, 14 oz.,
14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned,
14x60, 14 oz. 55 00 54 00

Copper sheet, plan-
ished, 14x60 base 58 00 57 00

Braziers' in sheets,
6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,
35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½
No. 7, lb. 0 32½
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4;
Ideal, egg boxes, with filler, 12
doz. size, per doz., \$4.

CANADA PLATES.

Montreal
Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized
Apollo Crown Gorbals

18x24x52 .. 6 25 6 25 6 50
60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00
20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base \$ 8 00

IX, 14x20 base 9 00
IXX, 14x20 base 10 25

IXXX, 14x20 base 10 25
Raven and Murex Grades—

IC, 14x20 base 6 50
IX, 14x20 base 7 50

IXX, 14x20 base 8 50
IXXX, 14x20 base 11 00

"Allaway's Best" Standard
Quality.

IC, 14x20 base 7 75
IX, 14x20 base 8 75

IXX, 14x20 base 9 75
CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210
lbs., \$11; 216 lbs., \$11.50.

COKEs, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00

Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.
Wood Drills, 20%.
Straight Shank Drills, 45%.

MADE IN CANADA


3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

Muresco Flat Wall Finish will tone up your profits

First-time-users receive results and satisfaction from the use of Muresco that not only make them steady users but strong boosters to their friends and neighbors.

Muresco makes good every time because it does not rub, crack, peel or blister—because it is very attractive, superior as a surface coverer, and is Sanitary and Hygienic.

Eighteen tints and colors.

Muresco is well known—it sells on sight.

Write us about our proposition.

BENJAMIN MOORE & CO., Ltd.
West Toronto



If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00	7 00
1 X, 14 x 20 base	8 25	8 25
1 X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	.65 10
Kearney & Foot, Arcade	.65 10
J. Barton Smith Eagle	.65 10
Disston Brand	.65 5
McClellan Globe	.65 10
Black Diamond	.55
Delta Files	.60 10
Nicholson	.55
Globe	.65 10
Vulcan Brand	.65 10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 72½%.

FIXTURES, STALL.

	Doz.
Hollow and pressed steel	0 75
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE.

	Montreal.
Barrels	0 33
Drums	0 30
Tank wagon	0 29½

Any quantity, in bbls. 32
Drums, 40-gal., per gal. 29
Tank wagon 28½

GRINDSTONES.

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 45
Smaller sizes extra.	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	\$ 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ¼-in., \$16.80;	
¾-in., \$21.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD)

	Net
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Donbletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.	
Zenith	9 00
Atlas, steel covered	\$5 25
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00

New Milo, flexible	6 00
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Steel King Hangers, doz. sets	6 40
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Storm King and safety hangers	5 75
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Storm King rail	4 70
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Crown	4 85
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Crescent	7 25
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Sovereign	6 50
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Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
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Steel track, 1 x 3-16 in. (100 ft.)	\$3 25
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Steel track, 1¼ in.	4 75
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HATCHETS.	Samson	Samson
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	Per doz.	Shingle	Claw
No. 1	7 20	8 25	
No. 2	7 80	8 50	

	Net Prices
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	Heavy	Strap	Tee
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4 in., doz. prs.	\$1 37	\$1 16	
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5 in., doz. prs.	1 66	1 45	
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6 in., doz. prs.	1 81	1 63	
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8 in., doz. prs.	2 46	1 85	
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10 in., doz. prs.	4 35	3 33	
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12 in., doz. prs.	5 40	5 25	
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14 in., doz. prs.	6 16	5 36	
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London price figured net at 27½%.			
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Light.			
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3 in., doz. prs.	0 43	0 43	
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4 in., doz. prs.	0 51	0 47	
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5 in., doz. prs.	0 60	0 55	
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6 in., doz. prs.	0 72	0 64	
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8 in., doz. prs.	1 06	0 76	
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10 in., doz. prs.	1 49	1 02	
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12 in., doz. prs.	2 55	1 91	
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14 in., doz. prs.	2 34		
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Heavy tee and strap discount, 27%.			
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Light tee and strap discount, 50 and 5 per cent.			
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Screw hook and strap hinge—			
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Under 12 in., per 100 lbs.	5 50		
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Over 14 in., per 100 lbs.	4 90		
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Larger	4 60		
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Extra hooks for above, ½ in., per lb.	5½		
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Extra hooks for above, ¾ in., per lb.	5½		
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Crate hinges and back flaps, 65 and 5 per cent.			
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Chest hinges and hinge hasps, 55 per cent.			
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Blind, discount, 50 per cent.			
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Spring, per gross—No. 5, \$18.80; No. 10, \$19.50; No. 20, \$9.75; No. 50, \$24; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$19.20.			
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Chicago hold back screen door iron, gross, 12 per cent.			
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Chicago spring hinges, 15 per cent.			
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Triplex spring hinges, 40 per cent.			
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Chicago surface door (6,000), 45 per cent.			
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Garden City fire house hinges, 12½ per cent.			
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"Chief" floor hinge, 50 per cent.			
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HOES. Grub, 3½-lb., \$4.55 doz.			
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HOOKS, CORN.			
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Cyclone, doz.	2 40		
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Hoes, corn, doz.	4 73		
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HOOKS, GRASS			
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Canadian			
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No. 2, per doz.	2 00	3 60	
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No. 3, per doz.	2 10	4 10	
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No. 4, per doz.	2 20	4 60	
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No. 5, per doz.	2 40		
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HORSESHOES			
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Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "N.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "N.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.			
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Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75. Put up in 25-lb. boxes.			
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HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Less 5 per cent. for full reels.	

500 ft.

Cable, 65 and 10%.

Leader, 60 and 5%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal Toronto

Angles	base 3 50	3 50
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Common bar, per		
-----------------	--	--

100 lbs.	2 80	3 00
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Refined iron, per		
-------------------	--	--

100 lbs.	3 05	3 25
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Horseshoe iron, per		
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100 lbs.	3 45	3 00
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Norway iron	7 25	5 50
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Mild steel	3 30	3 00
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Band steel	3 30	3 50
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Sleigh shoe steel	2 30	3 00
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Domestic	3 30	3 00
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Reeled machinery		
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steel	4 50	4 50
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Tire steel	3 40	3 25
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Toe calk steel	4 20	4 25
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Mining tool steel,		
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per lb.	0 11½	0 10
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Cammell Laird, lb.	0 18	
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Sheet, cast steel, lb.	0 20	0 20
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Black Diamond tool		
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steel, per lb.	0 11½	0 11
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Silver tool steel, lb.	0 17½	0 18
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Spring steel	4 35	4 50
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COLD ROLLED SHAFING.

7-16 to 9-16 in.	0 06	
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% to 11-16	0 05½	
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% to 1 7-16	0 05½	
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2 to 3	0 05	
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List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case		
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lots	\$13 25	
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72x30, 26 gauge, case lots.	13 75	
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Less than case, 25c per 100 lbs.		
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extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,		
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per set	0 85	
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Mrs. Potts, No. 50, nickel-		
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plated, per set	0 90	
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Mrs. Potts, handles, japan-		
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ned, per gross	8 40	
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Sad irons, common, plain	5 00	
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Sad irons, common, plated	5 50	
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Princess Electric, each	2 75	
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Ideal Electric, each	2 85	
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Gasoline Sad Irons, each	3 50	
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Ideal Gasoline, each	3 15	
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Dover Electric, net	3 00	
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No. 70, Dover, per doz.	21 00	
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LADDERS, ETC.

(Step Ladders)

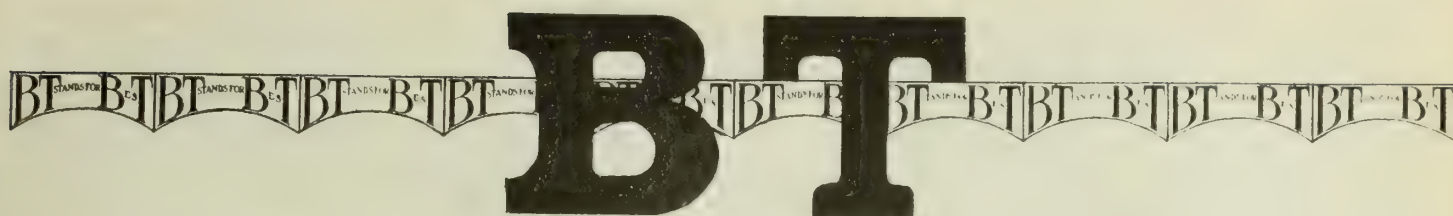
Shelf-lock	13c ft.	
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Ontario	17c ft.	
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Faultless	21c ft.	
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Mechanic	26c ft.	
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Hercules	24c ft.</
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Ladders



**Steel Top
Iron Bound
Sides and
Back**



**Steel Hinge
Rod-Braced
Steps**



Here's a ladder that will make friends for you. It will give you as much satisfaction as it will give your customers.

It's a light ladder, but so strong and so rigid that you can work on the very top step without fear.

No tilting, no wobbling. No danger of a fall.

It costs a little more than others, but it's worth it and pays the cost back again many times.

BT Step Ladders, Fruit Picking Ladders, Painters' Ladders, Extension and Single Ladders, Roof Ladders.

FOR

**Churns, Washing Machines,
Pumps, Ladders, Butter
Workers**

WRITE

A steel top ladder is expensive to make. Our woodworking department cannot make them. But we have a big sheet metal department turning out tanks and hog troughs, and mangers and manger divisions for steel cow stalls. This department is equipped with expensive and powerful machinery and it is in this way we are able to put a steel top ladder on the market.

BEATTY BROS., LIMITED, - FERGUS, ONT.

Edmonton, Alta. — Winnipeg, Man. — Montreal, Que. — St. John, N.B.



If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails.
Toronto, \$3.65 base; Montreal.
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.
Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process
Prices per
25-lb. box

Size	Length	25-lb. box
No. 3, 1 1/2-inch	\$4 10
No. 4, 1 3/4-inch	3 80
No. 5, 1 1/2-16	3 25
No. 6, 2 1/2	3 00
No. 7, 2 5/16	2 85
No. 8, 2 1/2	2 75
No. 9, 2 11/16	2 65
No. 10, 2 1/2	2 55
No. 11, 3 1/16	2 45
No. 12, 3 3/4	2 48

London, Hamilton, Montreal,
Toronto.

Less 10 per cent.

NETTING, POULTRY

Discount, 20 p.c. on 1 in. and 2
in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto, 25%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 60
Invincible, 2060	0 75
Put up in 10, 20 and 30-rod rolls	

OAKUM

	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Caster Oil, per lb.	0 45	0 35
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

OLD MATERIALS

Tea lead, pack, 6 1/2 lb.
Tea lead, chest, 6 1/2 lb.
Lead (heavy), pipe, etc., \$7.
Brass, heavy, 16 1/2 lb.
Brass, light, 12 lb.
Zinc, heavy, 14 1/2 lb.
Copper, heavy, 21 3/4 lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 17 lb.
Compos. turnings, No. 1, 14 1/2 lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 71
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 38
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 50
Dry Fibre, No. 1	0 59
Plain Fibre, No. 2	0 47
Sulphate, Black Cat, tarred	0 50
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	3 50
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 00

PAPER, EMERY

Emery paper and emery cloth,
25%; A, 25%; B, 40 and 5% off
list.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

	Black	Galv.
Buttweld		
1/4 in.	3 00	4 50
1/2 in.	3 06	5 43
3/4 in.	3 91	6 08
1 in.	4 72	7 65
1 1/4 in.	6 97	11 31
1 1/2 in.	9 43	15 20
2 in.	11 28	18 29
2 1/2 in.	15 17	24 61
3 in.	23 99	38 90
3 1/2 in.	31 37	50 87
4 in.	37 72	61 18
4 1/2 in.	44 69	72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 89
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 25 lbs. per ft.	156 80	241 60
10 in. x 40 lbs. per ft.	201 88	311 00

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 50%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10 ft. lengths	8 09
3 inch, in 10 ft. lengths	9 70
4 inch, in 10 ft. lengths	12 80
5 inch, in 10 ft. lengths	17 50
6 inch, in 10 ft. lengths	21 30
Discount 45 and 2%.	

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London	2 25
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PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	2 75	3 75
Heads, per 100 lbs.	4 00	4 00
Tank plates, 3-16 in. 4 30	4 50	

PLUGS (METAL)

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	.23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURS

Iron rivets, blacked and tinned,
37 1/2%.
Iron burrs, 37 1/2%.
Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
3 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Colborne Crown, 1 ply.	1 20
Colborne Crown, 2 ply.	1 45
Colborne Crown, 3 ply.	1 75
Compo Certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Liquid roofing cement, per	
gal. in barrels	0 22
Roofing caps, per lb.	0 65
Roofing nails, per lb.	0 06 1/4
Roofing Pitch, 85c per 100 lbs.	
F.o.b. Toronto, London, Mont-	
real.	

ROPE

Pure Manila basis	2 2 1/2
British Manila basis	18
African hemp basis	13 1/2
Sisal basis	13 1/2
Single lath yarn basis	13 1/2
Double lath yarn	14
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in.	0 27
1/4 in. and larger	0 26
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelle Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.

Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20-
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

	Doz
Medium	\$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	
60%.	

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	3 90	3 85
26 gauge	2 95	3 90
28 gauge	4 05	4 00

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis,
and Gorbals' Best, also Col-
borne Crown are English gauges,
while Apollo and Premier are
U.S. gauges. American 10 1/2 oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

	Per 100 sq. feet.	
	Galvanized	Painted
28 ga.	\$ 5.50	\$2.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7 1/2
per cent. discount to dealers.

	Galvanized	Queen's	Fleur-	Gorbals
	gauge	Head	de-Lis	best
16				6 50
16-20	6 90	6 65		
18-20				6 90
22				7 00
22-24	7 00	6 80		
24				7 25
26	7 25	6 95		7 25
28	7 50	7 25		7 50

"Premier" galvanized sheets —
10 1/2 oz., \$7.05; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 2.
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and To-
ronto.

Colborne Crown — 16-20 gauge,
\$6.65; 22-24 gauge, \$6.80; 26
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto

14 gauge	5 80	5 55
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Your Customers Fully Appreciate

Value in any article you sell them—Price is secondary to satisfactory results—this is particularly true when applied to paint. Cheap paint cannot give a finish that is lasting and satisfactory.

Canada Paint

is unconditionally guaranteed if properly applied. Now that your paint stock is low, make all re-orders read Canada Paint and get the benefit of our consumer advertising for the balance of the season—at the same time "link up" with our big 1917 Campaign.

*It isn't too late to
"Get Out and Get Under."*

The Canada Paint Company, Limited
572 William St., Montreal—112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

Shovels 50 45 35¢
Socket sc'ps, 40 and 5 35 and 5 35¢
Rivet scoops, 35 and 7½¢.
Drain tools, 50%.
Hollow backs and sand, 1st, 50%,
and 4th, 25%.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES Per square
Standard galvanized \$5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.
Flat rim enameled sinks, 16x24,
\$3.65; 18x30, \$4.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 21
Strictly 0 29
Commercial 0 26½

SOLDER, WIPING
Star extra 0 28½
Easy 0 26½
Acme 0 25½

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES Per cwt.
Montreal, Toronto and London

Fence staples, galv., in kegs 4 95
Fence staples, galv., 25 lb.
boxes 5 20

Fence staples, bright, in
kegs 4 15

Fence staples, bright, in
25-lb. boxes 4 35

Poultry netting staples, 100
lb. kegs 12 00

Galvanized discount 40 and 5%;
bright, deduct \$1.10 from gal-
vanized net. Extras, 50 lb. kegs,
30c; 25 lb. kegs, 40c; 10 lb. kegs,
80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEEPERS, CARPET Bissell's
Univ. Japd., cyco bearing... 24 00
Univ. N.P., cyco bearing... 27 00

Grand Rapid, Japd., ball-
bearing 26 00

Grand Rapid, N.P., ball-
bearing 29 00

Princess, N.P., ball-bearing 30 00
Blite, ball-bearing 34 00

Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ... \$2 75
Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00

Boys' Gliding Settees with
awning, each 13 50

Without awning, each 9 00

TACKS
Strawberry box tacks, bulk;
cheese box tacks, blue, bulk;
trunk tacks, blank and tinned;
bulk; carpet tacks, blue; carpet
tacks, tinned; carpet tacks (in
kegs); cut tacks, blue, in dozs.
only; cut tacks, ¼ cut tacks,
blue and tinned, in weights;
Swedes; Swedes upholsterers'
bulk; Swedes brush, blue and
tinned, bulk; Swedes gimp,
blue, tinned and tanned; zinc
tacks, prices quoted on applica-
tion; leather carpet tacks; cop-
per tacks.

Discount, 75 and 10%.

NAILS
Copper nails; trunk nails,
black; trunk nails, tinned; clout
nails, blue; clout nails, tinned;
chair nails; elgar box nails; pat-
ent brads; fine finishing; picture
frame points; lining tacks, solid
head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS
Lining tacks, in papers; lin-
ing tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tufting buttons, 22 line, in dozs.
only; tin capped trunk nails;
zinc glaziers' points, prices quot-
ed on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST
Shoe tacks, in dozs.; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; chan-
nel nails; Hungarian nails; min-
ers' tacks; hob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 75
Linen, No. 404, 66 ft., each. 1 35
Metallic, No. 603, 50 ft., ea. 1 60
Challenge steel, No. 263, 50
ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)
Galv., wall ties, per 1,000. \$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and
5 per cent.

3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.

Plain, 70%.

Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and
5%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet

8 in. \$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00

Discount 45 and 2%.

TRACK
B.T. Double Angle... 12 & 10c ft.
B.T. Double T. 11c ft.

TRESTLES
6 ft., each \$1.50 14 ft., each \$4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
500 ft., per lb. 0 10½
500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.
10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.
5-lb.

TWINE (COTTON) Montreal Toronto
5-ply and up 0 27
4-ply 0 26 0 26½
3-ply 0 25 0 24

TUBES
Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00
100 ft., 2½ in. 17 00
100 ft., 2½ in. 18 90

100 ft., 3 in. 21 50
100 ft., 3½ in. 26 40
100 ft., 4 in. 32 65

TUBS
Samson Galvanized.

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules
No. 4 12 40
No. 5 13 83
No. 6 15 40

Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86

Per nest
Nests of 3 0, 1 and 2 \$2 38
Nests of 3 1, 2 and 3 2 05
Nests of 4 0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand., compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0
basin cocks, 58 p.c.; and 1 and
2 basin cocks, 52 p.c.; bath
bocks, 64 p.c.

Flatway stop and stop and waste
cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check
Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.
Standard, 57½%; patent quick
opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 15 p.c.
Copper tea and coffee pots, 15
p.c.

Copper boiler and tea kettle pits,
net.

WARE, JAPANESE
Colored, 30 p.c. Coal hods, 25 p.c.

WARE, ENAMELED
White ware, 70 p.c.
Colonial, 60 p.c.
Premier, 40, 10 p.c.

Star decorated steel, 20, 10,
5 p.c.

Hollow ware, tinned steel, 30
and 10 p.c. off.

Enameled street signs, on ap-
plication.

WARE, GALVANIZED.
Dufferin pattern pails, 10%.

English pattern, 10%.

Galvanized washtubs, 10%.

Galvanized coal hods, list.

Other lines, 10%.

WARE, TIN, PIECED
Discount, 25%.

10-qt. flaring sap buckets, 25%.

6, 10 and 14-qt. flaring pails,
25%.

Copper bottom tea kettles and
boilers, list.

Coal hods, 25%.

WARE, STAMPED. Plain, 70%.

Retinned, 66 2-3%.

Tinners' trimmings, 70%.

WASHERS, IRON.
Full box, 25%; smaller lots,
25%, assorted. Price less 50 lbs.
add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 70
Sectional, ½ lb., per 100 lbs. 2 70
Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS, HORSE. 3¾c lb.

WHEELBARROWS.
Navy, steel wheel, doz. 26 25
Garden, steel wheel, doz. 39 60
Light garden, per doz. 30 00
Heavy garden, L-side 36 30
Heavy farm, solid side 39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per
doz. 8 75

Tubular steel, 36 ins., per
doz. 9 75

Tubular steel neckyokes, 26
inches, per doz. 12 00

Tubular steel doubletrees, 40
inches, per doz. 12 50

Tubular steel lumberman's,
44 inches, per doz. 13 00

WIRE. Copper wire, 10%.

Brass wire, 3 to 24 gauge, add
33 1-3%; 25 to 36 gauge, add
20%.

WIRE, CUT HAY BALING.
No. 9, \$3.75; No. 10, \$3.80; No.
11, \$3.90; No. 12 and 13, \$4; No.
13½, \$4.10; No. 14, \$4.25; No. 15,
\$4.50. Plus 7½%.

F.o.b. Toronto Hamilton and
Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, \$5.15; No. 19, \$5.40.

F.o.b. Toronto, Hamilton, Mont-
real, and freight equalized.

WIRE CLOTHES LINE.
Montreal, No. 18, \$4.30; No. 19,
\$3.75.

No. 17, 7-strand, \$5.55; No. 18,
6-strand, \$4; No. 19, 6-strand,
\$3.25. In 50 and 100 ft. coils; No.
18, 6-strand, \$3.95. In 1,000 feet

coils, including reels. F.o.b. Ham-
ilton, Toronto, Montreal and
London.

WIRE, FINE STEEL.

Discounts 15 per cent. List of
extras. In 100-lb. lots; No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, Nos. 17-25, \$2;
Nos. 26-31, \$4; Nos. 30-34, \$6.

Coppered, 75c; oiling, 10c; in 25-
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in ½-lb. hanks, 28c; in ¼-lb.
hanks, 50c; packed in casks or
cases, 15c; bagging or papering,
16c.

WIRE, HAY, IN COILS.
Montreal, No. 12, \$3.80; No. 14,
\$3.85; No. 15, \$3.95.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, \$3.90 base; No.
10 gauge, 6c extra; No. 11 gauge,
12c extra; No. 12 gauge, 30c extra;
No. 13 gauge, 30c extra; No. 14
gauge, 40c extra; No. 15
gauge, 55c extra; No. 16 gauge,
70c extra.

Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$1.25;
bright, soft drawn, 15c; charcoal
(extra quality), \$1.25; packed in
casks or cases, 15c; bagging and
paperings, 10c. 50 and 100-lb.
bundles in 25-lb. bundles, 15c; in
5 and 10-lb. bundles, 25c; in 1-lb.
hanks, 50c; in ¼-lb. hanks, 75c;
in ½-lb. hanks, \$1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls,
\$2 per 100 sq. ft.; in 50-ft. rolls,
\$2.25 per 100 sq. ft.

Bronze screens, 9c sq. ft.
Cut lengths, 10c sq. ft.

WIRE (FENCE) Toronto &
London Montreal

Barb 4 65
No. 9, coil spring 4 60
No. 9, plain galv. 4 55

No. 12, plain galv. 4 70
No. 13, plain galv. 4 80
O. & A. No. 10... 4 06 4 06
O. & A. No. 11... 4 12 4 12
O. & A. No. 12... 4 20 4 20

WIRE ROPE.
Galvanized, 1st grade, 6 strands,
24 wires, ¾, \$8.35; 1 in., \$24.05.

Black, 1st grade, 6 strands, 19
wires, ¾, \$6.90; 1 inch, \$21.20.
Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop— Per cwt.
No. 12 \$ 4 20
No. 13 4 30
No. 13½ 4 35
No. 14 4 45
No. 15 4 70
No. 16 4 85

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311E 51 00
Gem, 141E 49 50
Sunlight, 111 42 00
Waverley, B.R. 49 50
Waverley, plain 45 25
Ottawa, 241E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Maestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 63 00
Daisy No. 1 57 75
Maple Leaf No. 2 56 25
Maple Leaf No. 1 51 00
Sun 42 00
Less 10 per cent.

WRENCHES.
Trimo, 60% off list; parts, 57½%.

Stillson, 62½%; parts, 62½%.

Coes, 20%.

WRINGERS—MOP.
White, No. 2, each \$1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 31 0 31
Part cask 0 31½ 0 31½

ALWAYS PROFITABLE

MUNRO'S DRY COLORS

REDS GREENS YELLOWS
BLUES PARIS GREEN

THE ALLAN MUNRO COLOR CO., Limited, Montreal



Branches at 48 Colborne St., Toronto, and 167 Power St. West, Vancouver, B.C.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$15 36
Weighted, 20 lbs., doz. 17 62

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry. 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. irons 0 07
Lampblack 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustrer 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER

Luxeberry Enamel Gal. \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Per bbl.
Deml-johns, 50 lbs. 0 15½
\$1.10 for deml-john extra.

GLUE

Per lb.
French medal 0 17
English common sheet 0 17
English prima 0 17
White pig'sfoot 0 23½
Perfection amber, ground, No. 1220 0 15
Cake, bone, 112 lb. bags. 0 12
Hide, 112 lb. bags 0 35
Gelatin, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 25
81 to 84	22 75	24 35
85 to 90	24 35	26 00
91 to 94	25 00	

95 to 100 29 80
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price

United	Star	Diamond
Inches
Up to 25	\$7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 85	22 35
86 to 90	24 35
91 to 95	25 00
96 to 101	29 00
101 to 105	32 00
106 to 110	37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:

City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	\$13 80	\$13 95
O.P.W. Decorators'		
Pure	13 80	13 95
Crown and Anchor	13 80	13 95
Elephant Genuine	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White		
Lead	12 80	13 95
O.P.W. Decorators		
Pure	13 80	13 95
O.P.W. English	14 05	14 20
Painters' Perfect	13 35	13 50
Ramsay's Pure		
Lead	13 80	13 95
Tiger Pure	13 80	13 95
Less than ton lots, 30c per cwt. higher		

Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	\$35 00	\$24 00
2-lb. bottles	18 00	14 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	14 00
25-lb. irons	25 50	13 00
50-lb. irons	12 50	12 50
100-lb. irons	24 00	11 75
200-lb. irons	11 60	11 60
Barrels	11 00	11 00
F.o.b. Toronto, Montreal and Hamilton.		

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "Eng-lish" white	2 65
"English" ordinary colors	2 50
Benjamin Moore's "Egyp-tian" Brand	1 80
Canada Paint Co.'s Pure	2 65
Elephant	2 35
Frescotone, white	2 50
Frescotone, colors	2 40
High Standard, White	2 65

High Standard, Colors	2 50
Jamieson's Crown and An-chor	2 00
Jamieson's Island City	2 05
Martin-Senour 100% Pure	2 50
Minerva, white	2 55
Minerva, ordinary colors	2 40
Mellotone, white	2 50
Mellotone, colors	2 40
Lowe Bros. Hard Drying Floor, gal.	2 15
Moore House Colors	2 10
O.P.W. Canada Brand, Pure	2 20
O.P.W. Canada Brand, Floor	2 10
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 30
Ramsay's Thistle	1 70
Stephen's House Paint, (Wpg.)	2 55
Stephen's Floor Paint (Wpg.)	2 25
Senour's Floor Paint	2 20
Senour's Porch Paint	2 50
Sherwin-Williams	2 50
Flat tone	2 40

PARIS GREEN	Mun-	C.P.	Ber-
	ro's	Co.	gers
600-lb. bbls.	38½	38½	39½
250-lb. kegs.	29	39	39½
100-lb. drums	40	40	40½
50-lb. drums	40	40	40½
25-lb. drums	40½	40½	41
1-lb. 100s	42½	42½	43
½-lb. 100s	44½	44½	45
1-lb. 100s	43½	43½	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ Barrels	0 06½
Barrels	0 06

PUTTY

	Standard	Montreal	Toronto
Bulk, in casks	2 70	2 80	
Bulk, 100-lb. drums	2 90	3 00	
Bulk, 25-lb. drums	3 00	3 10	
Bladders, in bbls.	3 30	3 40	
Pure Putty, 70c cwt. advance			

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

See weekly report for prices.

SLATING

Gal. \$3 00

STAINS

	Gal.
Oil and Spilt, Berry Bros.	\$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 98
Sun Varnish Stains	2 20

VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copalline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulcigloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65

"Dreadnought" varnish

(gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene	1 60
"Dreadnought" bronzing li- quid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Exello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flatline Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil	1 60
Jas-per-ite floor finish	2 25
Kyanize floor finish	3 50
Kyanize cabinet rubbing	2 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish	1 25
Pure White Shellac	2 20
Pure Orange Shellac	2 05
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pint, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04½

WASTE (POLISHING)

Cream 0 17

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLGR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORED WIPING

Fancy	0 11½
Lion	0 10½
Standard	0 09½
Popular	0 08½
Keen	0 07½

WASTE, WOOL PACKING

Arrow	Prices on application
Axle	Prices on application
Anvil	Prices on application
Anchor	Prices on application

WIPERS, WASHED COTTON

Select White	Prices on application
Dark Colored	Prices on application
Mixed Colored	Prices on application
This line subject to trade discount for quantity.	

WAX

	Per lb
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41

WHITING

Paris white	1 50
Plain, in bbls.	1 25
Gliders, bolted, in bbls.	1 40

You Would Not Sell Poor Paint

Then don't take chances with Varnish either. You will be quite safe if your department is stocked with

DOUGALL VARNISH

Made in an up-to-date factory where nothing but varnish is made—made by experts, made of only the finest ingredients properly cooked, properly aged and tested.

Varnish that is bound to satisfy your trade.

The Dougall Varnish Co., Ltd., Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14c.

Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11c; 71 to 83 lbs., 10c;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 2½ lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to 9
lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-23 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
35%; 7-16 and larger, 20%; ma-
chine, ¾ and under, 35%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 60%; shaft bolts, 20%;
tire bolts, 35%; sleigh shoe bolts
to ¾, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coll., 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.60; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVISES, MALL. 8¼¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60c per lb. Tinned, 47c; Braziers'
soft copper, 10-24ft., 26c; 27½¢.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FINITURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400 lb. bbls., 14¼¢ lb.; 125-lb.
kegs, 15¼¢ lb.; 10-lb. jugs, \$1.85

each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES, Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$4.95 per case.

GALVANIZED WARE. Net list.

Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;
10, \$5.90; 12, \$8.35.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED Apollo and
Premier de Lis

10½ oz. qr 28 Eng...	7 70	7 50
28 Am. or 26 Eng...	7 50	7 25
26 Am. or 26 spec...	7 20	6 95
24	7 05	6 55
22	6 45	
18 and 20	6 85	6 25
16 Am.	6 70	6 10
14 Am.	6 50	6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 8 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1; boiled, per
gal., \$1.02.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.85
base; Winnipeg, \$4.25 base. Cut,
f.o.b., Winnipeg, \$4.20.

NAILS, HORSE

Capewell, 10 per cent. off list.
NETTING. Poultry, 40 per cent.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.
Hexagon, small lots, 1c advance
over list; case lots, net list.

OIL CANS.

	Tin	Gal-
	vanzied	vanzied
¼ gal., dome top....	\$2 14	\$...
1 gal., dome top....	2 81	4 25

2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS

Silver Star oil, 16½¢ gal.;
Royalite oil, 17c gal.; Palacine
oil, 20½¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 42c; Polarine oil, 60c gal.;
Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; 1,
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,
\$47.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,
\$11.30; 1½, \$12.50; 2, \$18.18; 2½,
\$30; 3, \$39.25; 3½, \$47.25; 4,
\$56; 4½, \$68.78; 5, \$80.10; 6,
\$103.95.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PURTY

100-lb. irons 3 25
25-lb. irons, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURRS

Iron rivets, 30 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14¼¢ base; pure Manila,
23c base; British Manila, 18¼¢
base; lath yarn, 14c base; Afri-
can hemp, 17¼¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).
33-1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quo-
tations, making discounts in all
cases 5 per cent. less. All quo-
tations f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
coach, 45%.

SHEET ZINC. Any lots, 30c.

	Black Steel Sheets.
10 gauge	5 00
12 gauge	5 10
14 gauge	5 00

16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10¼¢ base; square tool
11¼¢ base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;
14 gauge, \$5.10; 16 gauge, \$5.10;
17 to 24 gauge, \$4.50; 26 gauge,
\$4.60; 28 gauge, \$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; 1 in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	12 25
20 x 28 I.X.	14 50
Terne Plates	11 00

TURPENTINE

Per gal., barrel lots, 80c.

VICES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25%+75c; full
boxes, iron, 30%+75c.

WHITE LEAD

5-ton lots, \$13.35; ton lots,
\$14.85.

WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.
William. \$3.90 Winnipeg; Glidden
Cattle, 2 pt., \$3.50 Ft. William.
\$3.75 Winnipeg; Baker 2 pt.,
\$3.45 Ft. William. \$3.70 Winni-
peg; Winnipeg, \$2.95; plain twist,
cwt., Ft. William, \$3.90; Winni-
peg, \$4.30; plain galvanized, Ft.
William, No. 9, \$4; No. 12, \$4.20;
Winnipeg, No. 9, \$4.30; No. 12,
\$4.50; coil spring, Ft. William,
No. 9, \$4.05; No. 12, \$4; Winni-
peg, No. 9, \$4.35; No. 12, \$4.20.

Patented screen, in 100-ft. rolls,
\$2 per hundred sq. feet; in 50-
ft. rolls, \$2.10 per 100 sq. ft.

WIRE, PLAIN

We Stock

Shafting, Pulleys, Bearings, Clutches, Sprockets, Detachable Chain Gears, etc.

We Fabricate

Structural Steel of all kinds for Railways and Highway Bridges and Steel Buildings.

The Manitoba Bridge & Iron Works Ltd.

Office and Works, Winnipeg, Man.

Manufacturers of

Transmission, Elevating and Conveying Machinery

The large stock at our Plant—6000 tons—of Beams, Channels, Angles, Plates, Flats, Bars and Reinforcing Steel is ready for *QUICK DELIVERY*.

Estimates furnished on request. Get our Stock List.



The New White Enamelled Accident Proof THOR

The THOR Electric Washer Is Built For Lifelong Service

The NEW THOR ELECTRIC HOME LAUNDRY MACHINE is the result of eight years' exhaustive experiment and careful study of market conditions and actual home needs. In offering it to your customers you can do so with the full assurance that you are giving them *Value Received*. It represents the highest attainable standard in electric home laundry machine construction. With the enclosed mechanism—the safety device on the wringer and the noiseless action—the THOR represents a remarkable improvement over previous models. Its simple, strong and sanitary construction commends it to every householder. And so far as efficiency is concerned, the THOR is perfection.

WRITE FOR DESCRIPTIVE
LITERATURE

The Mainer Electric Co., Limited
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Made in the West for Western Service

YOUR CUSTOMERS WANT QUALITY AND SERVICE

Winnipeg Shingles, "Max" Brand 3 V. Crimp Roofings, Corrugated Iron, Metal Sidings, Metal Ceilings, Eavestrough, Conductor Pipe, Stock Troughs, etc., etc.



Winnipeg Steel Shingles
Galvanized Painted

Offer you the opportunity of supplying all that the most exacting buyer demands.
These names and brands are a sure guarantee of quality.

We devote our whole time and energy to the service of Western Canadian buyers and with large stocks give prompt and efficient service. It will pay you to send your orders for any of these lines to us.

We can also take prompt care of your orders for Galvanized and Black Sheets, Canada Plate, Tin Plate, Tinnors' Supplies, etc., etc.

Winnipeg Ceiling & Roofing Co., Limited

P.O. BOX 3006

WINNIPEG

Calgary: Sheet Metal Manufacturing Co.

Edmonton: Edmonton Metal Works, Limited

NO HORSE CAN BREAK IT IF HE DOES
WE REPLACE IT FREE

SILBERTS
PLUM COULEE
RAWHIDE HALTER

BEWARE OF IMITATIONS

OFFICE:- 286 Bannatyne Avenue
PHONE:- Garry 3853

R. R. KINREAD

Exclusive Sales Agent
WINNIPEG, MAN.

Mr. Merchant:

If you want a Quick Seller bearing a good profit, buy SILBERTS PLUM COULEE RAWHIDE HALTER. Every halter and strap is made of GENUINE RAWHIDE leather, cured by our own process. This was the first rawhide halter made in Canada, and it is the only guaranteed rawhide halter on the market.

A RED Tag is attached to every halter bearing a TRADE MARK, which is a guarantee to every purchaser that they are getting the ORIGINAL SILBERT HALTER. Look for the RED TAG.

I shall be pleased to quote prices on request. They run from \$11.50 per dozen up.

Waiting your further favors, I am,

Yours very truly,

R. R. KINREAD.

P.S. I am also selling a very fine line of GLOVES and MITTS, prices running from 80c to \$21.50 per dozen.

If interested, tear out this page and keep with letters to be answered.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

OUR INTERPRETATION OF BUSINESS IS TO CONSCIENTIOUSLY, PERSISTENTLY AND ENERGETICALLY SERVE OUR CUSTOMERS, TO AT ALL TIMES HAVE UPPERMOST IN OUR MINDS THE BEST INTERESTS OF THE RETAIL MERCHANTS, AND TO STRIVE WHOLE-HEARTEDLY TO RENDER THE BEST SERVICE OF WHICH WE ARE CAPABLE.

WE DEEM IT ENTIRELY CONSISTENT WITH OUR BUSINESS-POLICIES TO REFRAIN FROM ENDEAVORING TO ADVANCE OUR CAUSE BY DECLAIMING OUR COMPETITORS, EITHER AS INDIVIDUALS OR AS ORGANIZATIONS.

WE CLAIM, WITHOUT UNDUE CONCEIT, THAT WE ARE DOING, AND FOR YEARS HAVE DONE, MORE TOWARD HELPING THE RETAIL MERCHANT WITH HIS PROBLEMS OF MERCHANDISING THAN ANY OTHER HOUSE IN WESTERN CANADA.

WE CONSCIENTIOUSLY BELIEVE THAT ONE CAN BE VALUED ONLY AS ONE SERVES, AND IN THIS WE LEAD.

OUR IDEAS AND OUR INTERPRETATION OF TWENTIETH-CENTURY MERCHANDISING HAVE SET A PACE FAR IN ADVANCE OF ALL OTHERS.

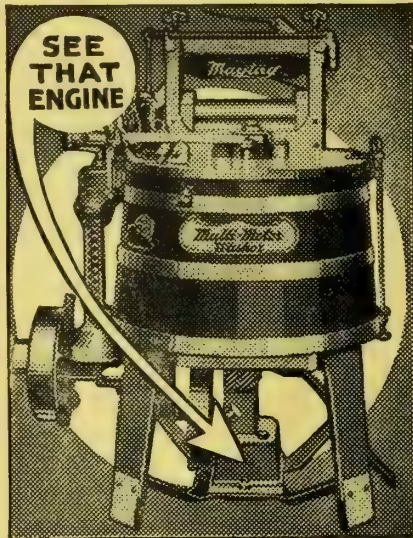
OUR SERVICE CANNOT BE EMULATED, THEREFORE OUR COMPETITORS SEEK TO DRAG US DOWN BY THE CIRCULATION OF UNTRUTHFUL, MALICIOUS AND ALTOGETHER-UNWARRANTED STATEMENTS TO THE EFFECT THAT THIS FIRM IS INTERESTED IN THE PROMOTION OF A MAIL ORDER HOUSE.

THIS STATEMENT, OR OTHERS SIMILAR TO IT, IS ABSOLUTELY WITHOUT FOUNDATION, AS WE NEVER HAVE HAD, NOR HAVE WE TO-DAY, ANY INTEREST, FINANCIALLY OR OTHERWISE, IN ANY MAIL ORDER HOUSE.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

If interested, tear out this page and keep with letters to be answered.

The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.

Logan and Arlington, WINNIPEG, MAN.

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—*Galveston News.*



OUR POLICY

During the past few months many Retailers have sought information, either through our salesmen or direct from us, regarding our attitude towards Mail Order concerns. The subject has been widely discussed at many Retail Merchants' conventions.

It is a well-known fact that Mail Order Houses could not flourish as they do were it not for the assistance which they receive at the hands of some wholesalers who eagerly solicit their orders for "shorts," which amounts to hundreds of thousands of dollars annually. Statistics show that the largest Mail Order houses in the United States owe their early existence and their subsequent success to the support tendered by well-established jobbers.

For the proper guidance and information of our customers we herewith record that it is, and has always been, the rigid policy of this Company to market its goods only through legitimate trade channels, viz., the Retail Merchants.

We have repeatedly declined tempting offers of large orders from Mail Order concerns for goods which we handle, including General Hardware, Building Paper and Roofing. To those who may doubt the truth of this statement we would point out that it is quite impossible for us to cater to this class of trade because of the fact that 75% of our stock bears our registered JUBILEE trademark, and a large portion of the balance of our stock carries brands which are controlled exclusively by us.

It is our firm intention to continue our policy of selling exclusively to the Retail Trade, and of offering only first quality goods under our JUBILEE brand.

The merchant who sells JUBILEE branded goods protects his customers with a guarantee that is attached to goods of known quality, and he controls the sale of a brand whose reputation for best quality has been established for 20 years, and which is not to be found in the pages of Mail Order catalogues, or in the stores of his competitors.

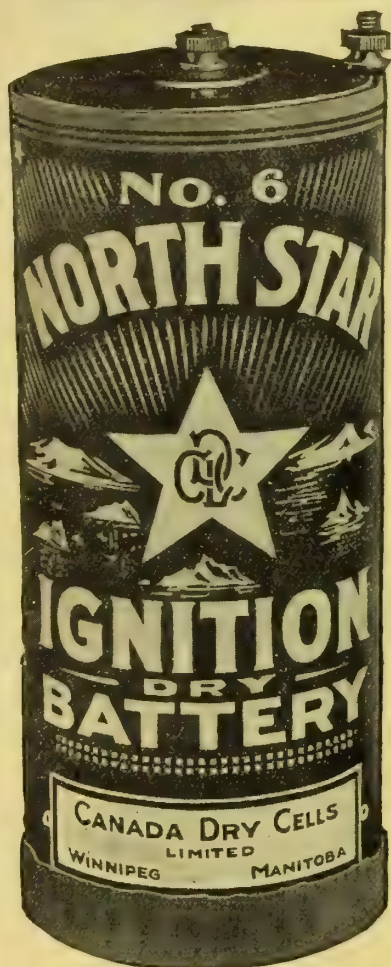
We take this opportunity of thanking our many friends for favors extended to us in the past, and of assuring them of our earnest ambition to merit a continuance of same.



MERRICK - ANDERSON CO. LIMITED
 JUBILEE GUARANTEED HARDWARE AND PAPER
 JOBBERS OF HARDWARE, STOVES, CUTLERY AND SPORTING GOODS
 MANUFACTURERS OF BUILDING PAPER AND ROOFING
WINNIPEG, CANADA

If interested, tear out this page and keep with letters to be answered.

Your Battery Sales
Can Be Increased



Business depends on the quality of the goods you carry.

"North Star" Dry Cells

satisfy the demand for batteries in a way that brings customers back and back again for more and get new business because of the users' recommendation.

"The Western Battery for the Western Need"

Send an order through your jobber—he'll ship you promptly.

Canada Dry Cells
Limited
WINNIPEG, MAN.



GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and a Petroleum Products

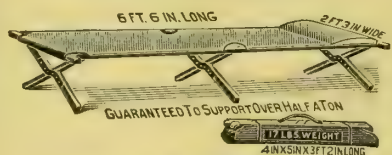
Let us quote you on any quantity from a can to a tank car.

OILS

Continental Oil Co., Limited
WINNIPEG

Branches: Brandon Regina Saskatoon
Swift Current Calgary Lethbridge

PICKLES



J. PICKLES, 159 Portage Ave. E.
WINNIPEG



Every Day Is Pay Day

THAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you *are* and are willing to exchange your spare time, representing our publications, *we will* show you how that same spare time, properly used, *will produce* for you as much *cash* as your regular income.

Does this interest you, if so write us **TO-DAY** and we will tell you all about it.

**The
MacLean Publishing
Co., Limited**

143-153 University Avenue,
Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

THE HANBURY HARDWARE CO., Limited

Wholesale Shelf and Heavy Hardware

BRANDON, MANITOBA
CANADA

All orders shipped on the same day as the order is received, thereby giving to the customers the best service possible. Try us and be convinced.

We do not sell Catalogue Houses.

THE HANBURY HARDWARE CO., Limited

Wholesale Shelf and Heavy Hardware

BRANDON, MANITOBA
CANADA



WHY NOT SELL THIS CANADIAN PUMP?

THE RICHMOND EZE-FIXT

READ THESE FACTS:-

This pump is patented. You cannot get its features in any other make. The one standard and one cylinder, with standard pipe fittings will fill any pumping combination in any kind of well. It is Eze-Fixt because one man in a short time can pull out plunger and valves without removing any of the well piping. It is positively anti-freezing because the packing tube is down below the freezing level. No heat is needed to thaw the pipe-pump-rod loose.

The standard is wrought pipe and Malleable Castings. Pipe weighted lever. Frictionless lift. Base can be bolted right on to well casing. In cased wells no piping is used to join cylinder to Standard. Standard can be changed from lift to force at any time; no new pump is needed—just the force attachment. Cylinder absolutely new. Patented through-out. Held in cased wells by means of packing ring. Can be easily and quickly put in or taken out. Double leather plunger. Combination flat and ball valve—a two-in-one result. It is not a cheap pump—IT IS a good pump. Sold only through the Trade.

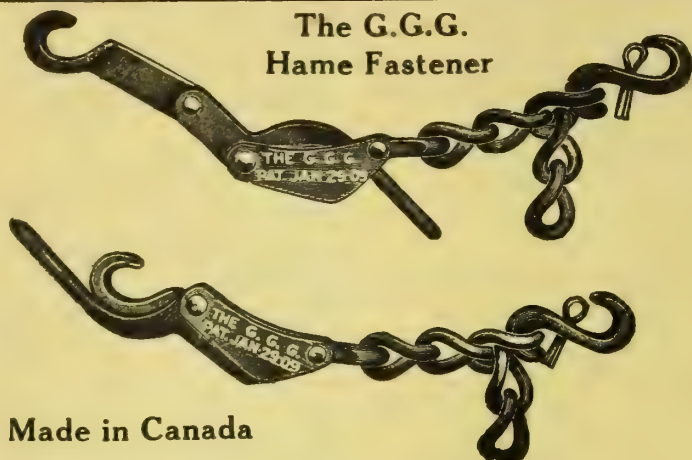
Write for particulars—we'll gladly send them.

Made By THE RICHMOND PUMP COMPANY In WINNIPEG



If interested, tear out this page and keep with letters to be answered.

**The G.G.G.
Hame Fastener**



Made in Canada

**Designed for Safety, Strength
and Durability**

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company
Welland, Ontario

Arthur Stringer

Most versatile of Canadian authors, has just finished, in "The Anatomy of Love," a novel of Canadian life which combines rare drollery and whimsical humor with wholesome and satisfying romance. Mr. Stringer's brilliancy has never been more strikingly displayed than in this story, the first instalment of which appears in the June MACLEAN'S. To have secured the first rights to so important a novel is a notable achievement.

Agnes C. Laut

contributes another of her prophetic war articles—"Give America the Whole Truth." This is an examination of Germany's intrigues in the United States—a remarkable expose of Germany's aims and plottings in the Western hemisphere, written with an astounding knowledge of "inside" facts.

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggins" and "The Convalescent."

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt"—a sketch of the camp, past, present and future.

MACLEAN'S

MACLEAN'S MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock
L. M. Montgomery
Nellie McClung

H. F. Gadsby
Arnot Craick
Robert E. Pinkerton

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

MacLean's is \$1.50 a year. Remittance for yearly subscriptions need not accompany order.

JUNE NUMBER AT ALL NEWS STANDS **15c**

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify**, big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra \$5.00 or \$10.00 a week in exchange for your spare time means **anything to you**, write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

**The MacLean
Publishing Co., Ltd.**
TORONTO, CANADA

MEAKINS The Brush Makers



The brush stock carried by the average hardware dealer is confined as a general thing to a very few lines in regular demand by painters, paper-hangers, and domestic users. But every hardware dealer can find new customers for brushes by suggesting to his community the many kinds and varieties of special brushes provided by ourselves.

In your community, for example, there is someone or other wanting

- | | |
|------------------------|------------------------|
| an alabastine brush | a billiard table brush |
| artists' brushes | a bottle brush |
| auto washer brushes | a card-writer's brush |
| a bannister brush | a can scrub |
| a bath brush | a car washer's brush |
| a cheese factory brush | a barber's brush |
| a crumb brush | a floor waxing brush |
| a gold paint brush | a gun barrel brush |
| a jeweller's brush | a printer's Lye brush |
| a radiator brush | a tailor's brush |
| a tumbler brush | a wheel brush |

These are just a very few of the many special brushes made by us. You will see that these are brushes which you can and ought to supply to the users in your community. Let the fact be known—by advertisement in your local paper, and then with the help of our illustrated catalogue, get the orders that are sure to come to you.

Always remember that a MEAKINS-MADE brush is a quality product—a brush that will give maximum wear and that is perfectly adapted to its special use.

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IN STEEL HOOP KEG.

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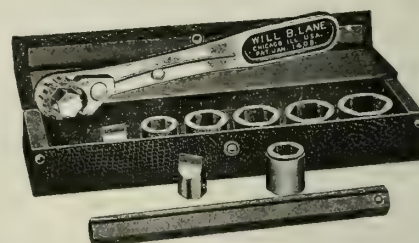
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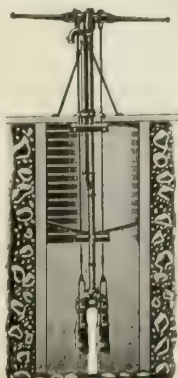
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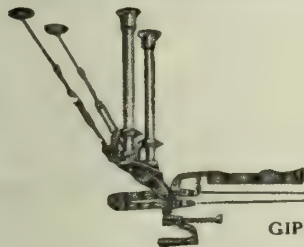
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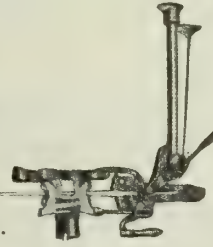
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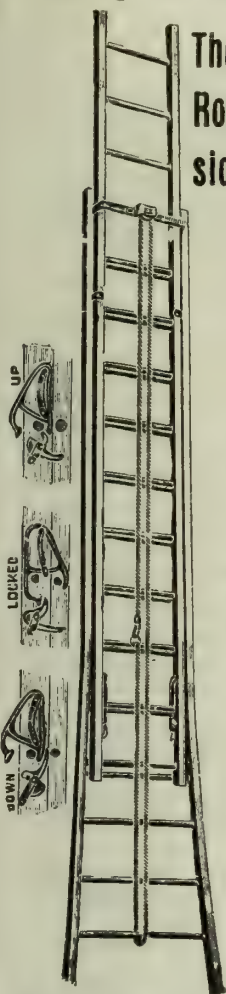
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Length from 20 to 60 ft.

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Genuine Preparation
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Dear Sirs: I am writing a testimonial as to the strength of your Peerless Junior Chicken Fencing. Mine is four feet high. It turned two horses, each weighing 1400 pounds. They ran full tilt into the fencing about 2 rods from each other at the same time. The result was that they turned a somersault over the fence, alighting on their heads and necks, scratching them up some, but the fence remained intact. Yours truly,

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Our PEERLESS Junior Poultry Fencing Held

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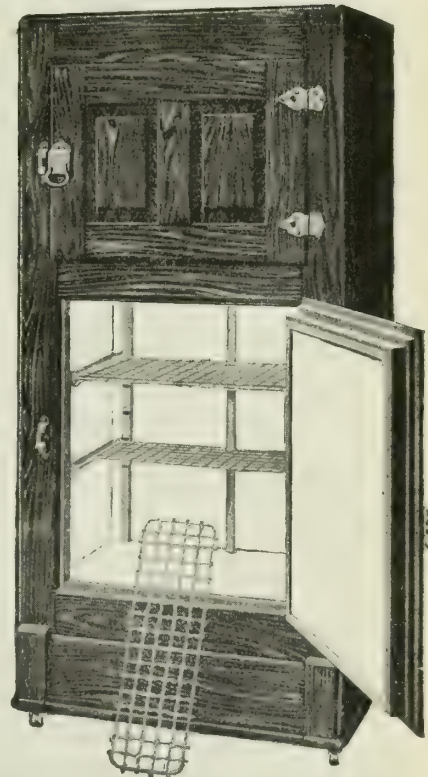
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Write to-day for full information.

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Thos. Davidson Mfg. Co., Montreal.
- Oil Cake**
Dominion Linseed Oil Co., Ltd.,
Montreal.
- Oil Stones**
Carborundum Co., Niagara Falls, N.Y.
- Oil Tanks and Pumps**
Darling Bros., Ltd., Montreal.
Wayne Oil Tank & Pump Co., Wood-
stock, Ont.
- Ornamental Fences and Gates**
Banwell-Hoxie Fence Co., Hamilton.
McGregor-Banwell Fence Co., Walk-
erville, Ont.
- Ornamental Iron and Wire**
Canada Wire & Iron Goods Mfg. Co.,
Hamilton.
Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.
- Packing**
Canadian Consolidated Rubber Co.,
Montreal.
The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.
- Pails**
Wm. Cane & Sons Co., Newmarket.
- Paints, Oils, Varnishes**
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Paint and Varnish Remover**
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
- Paris Green**
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Mon-
treal.
- Pastry and Bread Boards**
Stratford Mfg. Co., Ltd., Stratford.
- Perforated Sheet Metals**
Canada Wire & Iron Goods Mfg. Co.,
Hamilton, Ont.
Greening, B., Wire Co., Hamilton.
- Pig Iron**
The Steel Co. of Canada, Ltd.,
Hamilton.
A. C. Leslie & Co., Montreal.
- Pipe Wrenches**
Trimont Mfg. Co., Roxbury, Mass.
- Pipe, Wrought, Lead and
Galvanized**
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd.,
Hamilton.
- Pipe, Galvanized Cond.**
Metallic Roofing Co., Ltd., Toronto,
Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
- Pipe Cutters**
Trimont Mfg. Co., Roxbury, Mass.
- Plane Irons**
Buck Bros., Milbury, Mass.
- Planes**
National Machinery & Supply Co.,
Ltd., Hamilton.
Stanley Rule & Level Co., New Bri-
tain, Conn.
- Pliers**
Frank Mossberg Co., Attleboro, Mass.
- Plugs, Electricians'**
Canadian Consolidated Rubber Co.,
Montreal.
- Post Hole Augers**
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
- Poultry Netting**
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and Montreal.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

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Collins Mfg. Co., Toronto.

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The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co., Montreal.

Darling Bros., Ltd., Montreal.
Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

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Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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R. M. Bowser & Son, Renfrew, Pa.

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Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.
Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Delta File Works, Philadelphia.

Razors
Henry Disston & Sons, Toronto.

Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.

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Razor Hones
Carborundum Co., Niagara Falls, N.Y.

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Butterfield & Co., Rock Island, Que.

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The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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McGregor Banwell Fence Co., Walkerville, Ont.

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Remington-Arms U-M-C Co., Windsor.
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McFarlane Ladder Works, Toronto.

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Lewis Bros., Ltd., Montreal.

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Sanderson, Harold Co., Paris, Ont.

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Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

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Acme Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain, Conn.
G. F. Stephens & Co., Winnipeg.
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Winnipeg.

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Shellac
Berry Bros., Walkerville, Ont.

Douglas Varnish Co., Ltd., Montreal.
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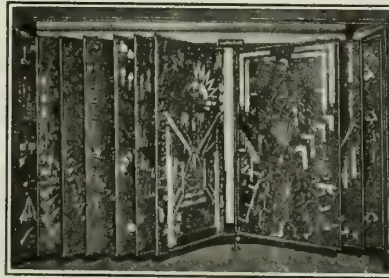
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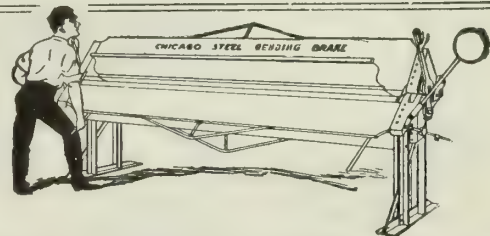


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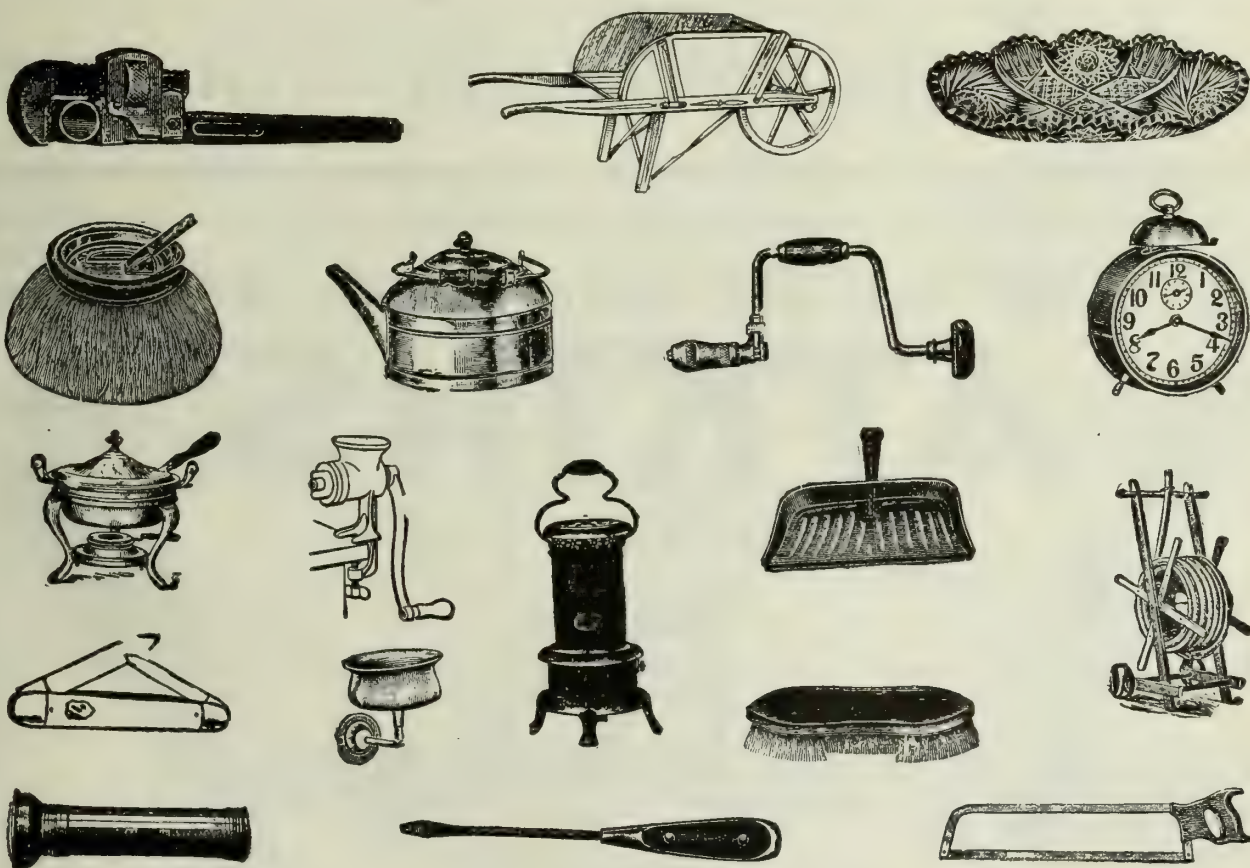
Ventilators Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Metallic Roofing Co., Toronto and Winnipeg. Pedlar People, Oshawa, Ont. Wheeler & Bain, Toronto.	Washers London Rolling Mill Co., London, Ont. Steel Co. of Canada, Ltd., Hamilton. Wrought Washer Mfg. Co., Milwaukee.	Wire Cloth Display Racks. R. M. Bowser & Son, Renfrew, Pa.	The Dennis Wire & Iron Works. London, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Vises National Machinery & Supply Co., Ltd., Hamilton. North Bros. Mfg. Co., Philadelphia.	Waste Baskets The Dennis Wire & Iron Works, London, Ont.	Wire Cutters Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.	Wire Rope B. Greening Wire Co., Ltd., Hamilton.
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Vises, Pipe National Machinery & Supply Co., Ltd., Hamilton.	Water Bowls Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.	Wire Door Guards Canada Wire & Iron Goods Mfg. Co., Hamilton. B. Greening Wire Co., Ltd., Hamilton.	Wire Stretchers Richards-Wilcox Canadian Co., London, Ont.
Vulcanizers Adamson Mfg. Co., Hamilton.	Well Curbing Pedlar People, Oshawa, Ont. Winnipeg Steel Granary & Culvert Co., Winnipeg.	Wire Mats Canada Wire & Iron Goods Mfg. Co., Hamilton. The Dennis Wire & Iron Works, London, Ont. B. Greening Wire Co., Ltd., Hamilton.	Wood Finishes Berry Bros., Walkerville. Dougall Varnish Co., Ltd., Montreal. G. F. Stephens & Co., Winnipeg.
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Wall Plaster The Canadian H. W. Johns-Manville Co., Ltd., Toronto.	Whisks American Broom Works, St. Basil. Boeckh Bros. Co., Toronto. Meakins & Sons, Ltd., Hamilton. T. S. Simms & Co., St. John, N.B. Stevens-Hepner Co., Ltd., Port Elgin. Walter Woods & Co., Hamilton.	Wire, Bright Annealed Frost Wire Fence Co., Ltd., Hamilton, Ont. Steel Co. of Canada, Ltd., Hamilton.	Woven Wire Fencing The Dennis Wire & Iron Works, London, Ont. Frost Wire Fence Co., Ltd., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
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Wash Boards Wm. Cane & Sons Co., Newmarket. Meakins & Sons, Hamilton. Walter Woods & Co., Hamilton.	Wholesale Hardware Caverhill, Learmont & Co., Montreal. H. S. Howland, Sons & Co., Montreal. Lewis Bros., Ltd., Montreal.		Wringers American Wringer Co., New York. Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowswell, Ltd., Hamilton. The Maytag Co., Ltd., Winnipeg, Man. Nineteen Hundred Washer To., Toronto.
Washing Machines, Electric and Power Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowswell Ltd., Hamilton. The Maytag Co., Ltd., Winnipeg, Man. Nineteen Hundred Washer To., Toronto.	Window Guards The Dennis Wire & Iron Works, London, Ont. B. Greening Wire Co., Ltd., Hamilton. Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.		
Washing Machines, Hand Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowswell, Ltd., Hamilton. Mainer Electric Co., Ltd., Winnipeg. The Maytag Co., Ltd., Winnipeg, Man. Nineteen Hundred Washer To., Toronto.	Wire The British Aluminum Co., Ltd., London, Eng. Colonial Wire & Mfg. Co., Ltd., Montreal. Dominion Iron & Steel Co., Ltd., Sydney, C.B. Frost Wire Fence Co., Ltd., Hamilton, Ont. B. Greening Wire Co., Hamilton. The Laidlaw Bale-Tie Co., Ltd., Hamilton.		
Wagon Jacks Richards-Wilcox Canadian Co., London, Ont.			

Make Your Local Advertising Pull More Business

Hundreds of Canadian hardwaremen are making their local advertising, their circulars and booklets pull more business for them, by using small electros to brighten up the reading matter.

We can supply you, just the same as we have these other hardwaremen, with these electros, at the small cost of 15c each. Every cut is mounted on wood ready for use when it leaves our office.

A few of the many electros we have in our assortment are shown on this page and if you wish sheets showing our complete list, drop us a card and sheets will be sent at once.



HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

143-153 University Avenue

TORONTO

MONTREAL

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

ROSS RIFLES In Your Window Will Draw Good Business

In these days nothing attracts more attention than a display of rifles. Everybody is interested in them. Everybody wants to know how to shoot. Seize this opportunity, and lay in a good stock of Ross Rifles, they will sell quickly and bring you in a good profit.

The Ross .22 Cadet Rifle appeals strongly to every boy and man. It is a handsome, well-made rifle, built on military lines. Accuracy, reliability and durability are built into it.

The Ross Sporting Models are unsurpassed by any rifle on the market at anywhere near their price.

The .303 Sporting and .280 High Velocity have been proved time and again to be second to none as big game rifles.



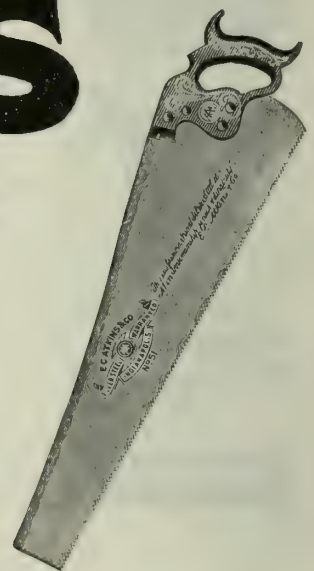
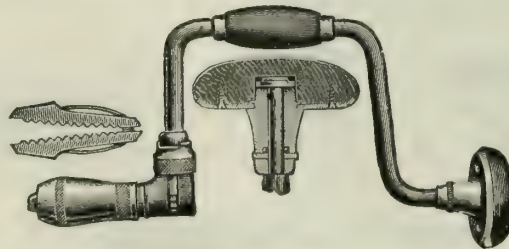
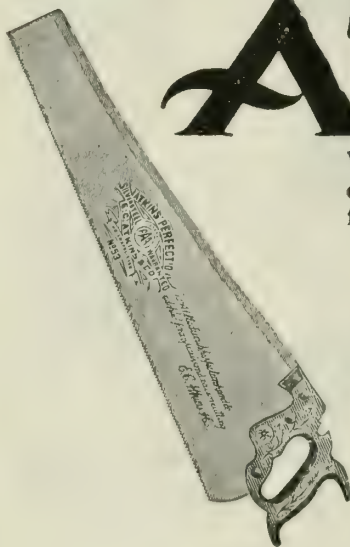
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ROSS RIFLE COMPANY - QUEBEC

Buy SAWS That Will Make You the Most Money

ATKINS

Write to the nearest address below. Ask for our proposition "H.M."—A co-operative plan for increasing your Saw sales and profits.



We make the finest line of
Braces in the world.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Factory Hamilton, Ont.

Vancouver Branch—109 Powell Street

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For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

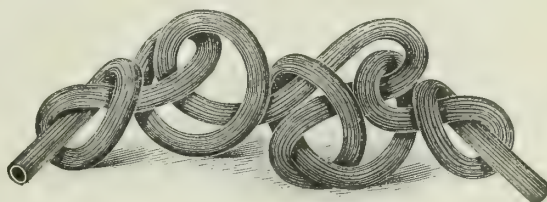
Large Stock

Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

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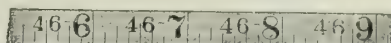
THE NEW POPULAR PRICED

LUFKIN "Banner" Steel Tape

Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.
Foot number at each inch.
Originated by us.



It also has metal-lined case, push button, etc.
SELLS AT A PRICE WITHIN REACH OF
MANY USERS OF WOVEN TAPES.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Fifty

A good coating often hides a lot of defects. Now with "PREMIER" GALVANIZED STEEL SHEETS, we never use a Black Sheet unless it's perfect. It must be flat; free from waves, buckles, pinch marks. No bad corners, ragged edges, small holes, and the analysis must conform exactly to our standard. That's why a good coating brings out rather than conceals the many virtues of "PREMIER" SHEETS. Ask your Jobber.

Look for Talk No. 51 next week.

TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



COMMUNITY PLATE

Is Now a Canadian Product

WITH THE COMPLETION of our new Canadian factory at Niagara Falls, Ontario, Community Plate will make its appearance before the Canadian public as a home product.

*PATTERNS
TO BE MADE
IN CANADA*

In this new Canadian factory the following patterns will be made:

COMMUNITY PLATE:

PATRICIAN
SHERATON
GEORGIAN
LOUIS XVI

ONEIDA COMMUNITY-RELIANCE PLATE:

EXETER
LA ROSE
TIPPED

ONEIDA COMMUNITY-PAR PLATE:

BRIDAL WREATH
MONROE
PRIMROSE

*TIME
OF
DELIVERY*

We shall be able to deliver goods from this new factory in ample time for Fall trade. Exact delivery dates will be given later. Also a complete schedule of revised prices will be furnished the trade in ample time before actual delivery.

*AN
ADDITIONAL
WORD*

In entering into still closer relations with the Canadian trade we wish to thank them for their many courtesies in the past.

ONEIDA COMMUNITY, Limited
NIAGARA FALLS, ONT.

HARDWARE^{AND} METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888
No. 22

May 27
1916

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

QUALITY



ECONOMY

Our Co-Operative Selling Service

is one of the big things in our organization.

The details of how it works for your benefit may be had for the asking.

Address Publicity Dept.,

Canada Cement Company
Limited

399 Herald Building, Montreal

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SATISFACTION

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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ALSO

Twisted Steel Bars for Reinforcing

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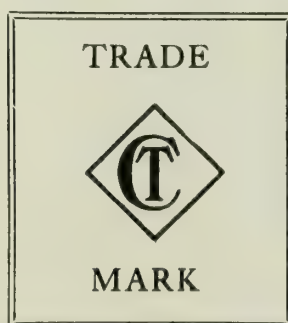
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CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

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Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



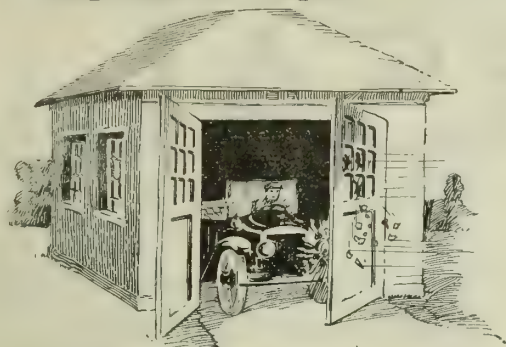
WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

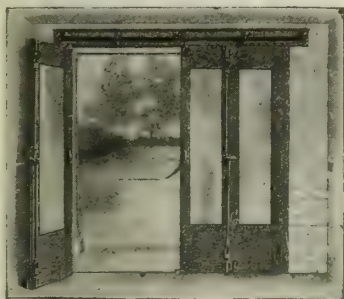
We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

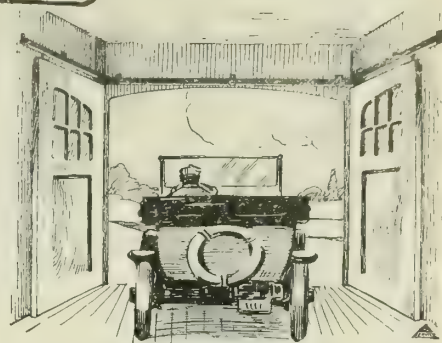
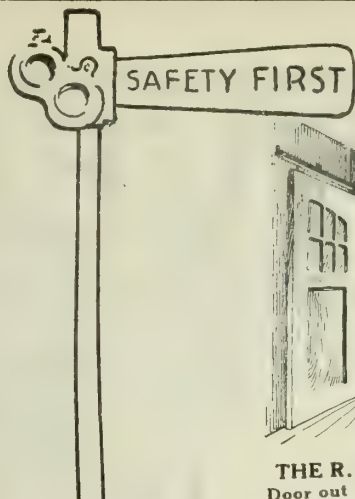
It costs no more to hang
garage doors **RIGHT** than
to hang them on hinges.



THE OLD WAY—ON HINGES
Broken lamps, bent mud guards, and sagging Doors.



Sliding Folding Door
Set of No. 435, Hangers, Track,
Hinges and Bolts (not including
center lock). Opening 12x8, 1 1/4 in.
doors. List, \$50.00.



THE R. W. WAY—THE ANGLE DOOR
Door out of the way, out of the wind, no warp,
no sag.

Our New Edition of
"GARAGE DOOR EQUIPMENT"
is just coming from the press.

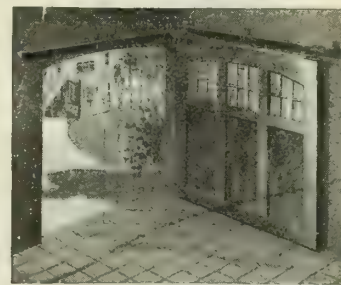
It shows twenty different ways to hang
Garage Doors.

SHALL WE SEND YOU A COPY?

Richards-Wilcox

CANADIAN COMPANY, LTD.
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"A Hanger for any Door that Slides"



Angle Door
Set of No. 235 Hangers and Track
for 9 ft. opening, single door, 1 1/4
in. thick. List, \$15.00.
Send Sketch



CARBORUNDUM NIAGARA GRINDERS

HAVE your display stand equip-
ped with a well assorted stock
of Carborundum Niagara Grinders,
then put it in some prominent place.
Don't forget that every man who
comes into your store and turns
the handle "just for fun" is a pos-
sible customer.

Its Up to You to Make Him a Purchaser.

The Carborundum Company
Niagara Falls, N. Y.

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The Million Dollar Name Saves Time
in Selling Universal Cutlery

UNIVERSAL SHEARS

Sharp When They're New - Sharp When They're Old

Perfectly tempered and ground, matched to such a degree of fineness that they never hack the cloth but cut cleanly the heaviest fabrics or the sheerest silks. They may be sharpened and resharpened and a perfect cutting edge will always result.



UNIVERSAL CUTLERY



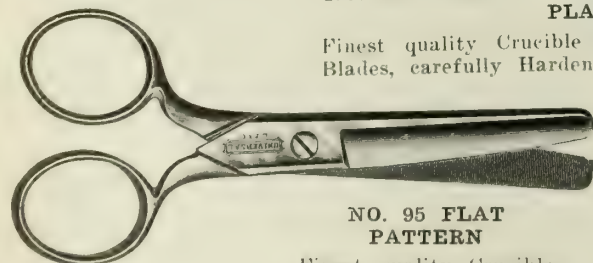
NO. 20 STRAIGHT, FULL NICKEL PLATED
Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows, Nickel Plated and Japanned.

NO. 105 OVAL PATTERN
Finest Quality Crucible Steel
Overlaid Oval Blades, carefully Hardened and Tempered.



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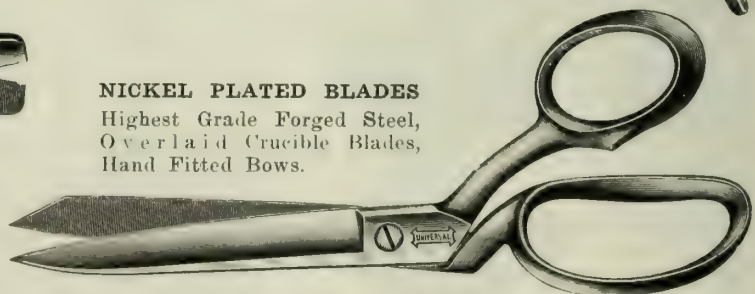
Finest quality Crucible Steel, Overlaid Beveled Blades, carefully Hardened and Tempered.



NO. 95 FLAT PATTERN

Finest quality Crucible Steel, Overlaid Flat Blades, Carefully Hardened and Tempered.

NICKEL PLATED BLADES
Highest Grade Forged Steel,
Overlaid Crucible Blades,
Hand Fitted Bows.

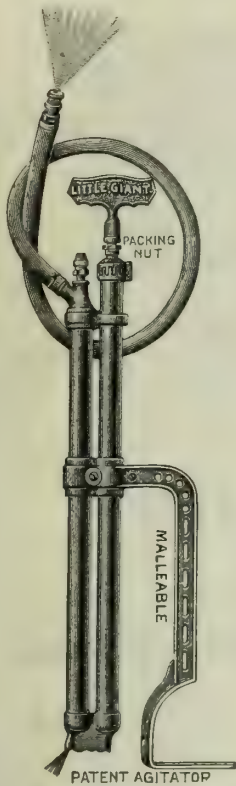


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A. MacFARLANE & CO., Limited, MONTREAL, Canadian Representatives

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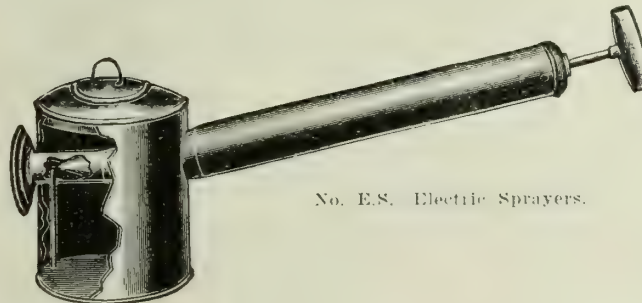
No. 327½. Myers Little Giant



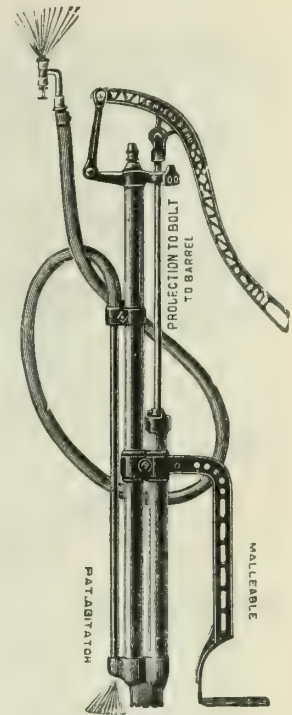
Guaranteed to Test Higher than Required by Law

Used as a Powder or in Solution for Exterminating Bugs and Lice and Spraying all kinds of Foliage.

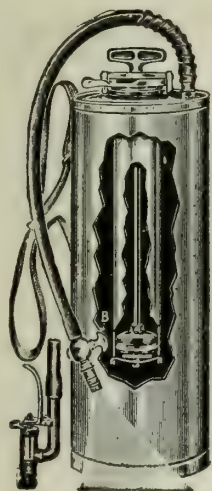
Size Packages.	600 lb. Barrel	250 lb. Keg	100 lb. Drum
	50 lb. Drum	25 lb. Drum	1 lb. Package
			½ lb. Package



No. E.S. Electric Sprayers.



No. 324. Myers Lever



CAVERS AUTOMATIC
Galvanized Steel Tank;
Seamless Brass Pump



Garden Syringes.



NO. 12. STANDARD SPRAY PUMPS.
A Direct Acting Force Pump; Not a Compressed Air Pump.



KANT KLOG
No. KKB—Brass Tank

ARE YOU CARRYING THESE GOODS?

They bring a nice business and show a profit.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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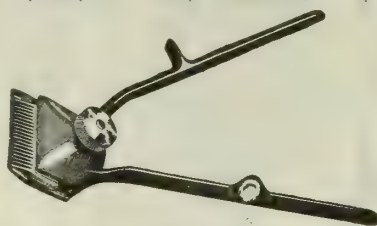
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

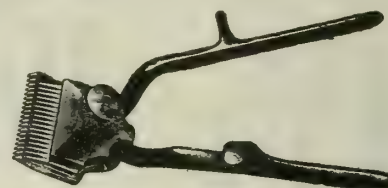
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



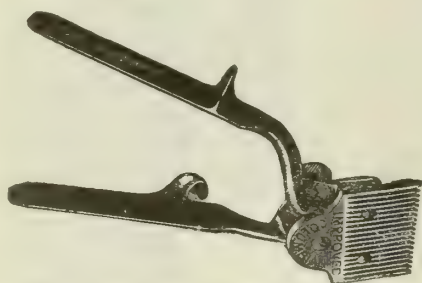
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others

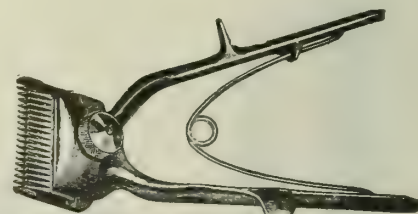
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

ARMCO IRON Polished Sheets

are used by the great railroads for locomotive boiler jackets, by manufacturers of stationary engines and machine tools for lagging and tool guards, by makers of high-grade kitchen utensils for baking pans and by more than fifty leading stove and range manufacturers.



Armco Iron Polished Sheets used for the Boiler Jackets of 35 Locomotives, Mikado Type, by the American Locomotive Co. for the M.K. & T.R.R.

Experience has taught them that Armco Iron Polished Stock is most rigidly inspected and shows a nearer approach to perfection of finish than is otherwise available. (a very light oil is employed which would allow any surface defect to be plainly visible) that its attractive and characteristic tint of green is

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ARMCO IRON
Resists Rust
The American Rolling Mill Co.

Licensed Manufacturers under Patents granted to the International Metal Products Company.

MIDDLETOWN, OHIO

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati, and San Francisco

The trademark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

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**Stanley
Tools**

“**EVERLASTING**”

CHISELS

STRONG — FAST — DURABLE

BLADE, SHANK and HEAD One Piece of
Solid Steel

Exceptionally Well Made and Highly Fin-
ished

May be Purchased Singly, or in Sets in
Canvas Rolls or Fancy Wood Boxes

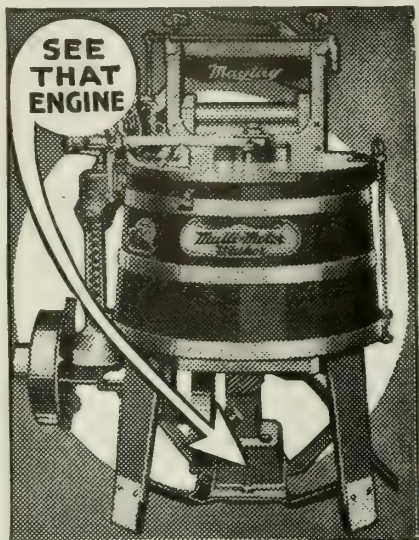
Made in All Standard Sizes

SPECIAL CIRCULAR ON REQUEST

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

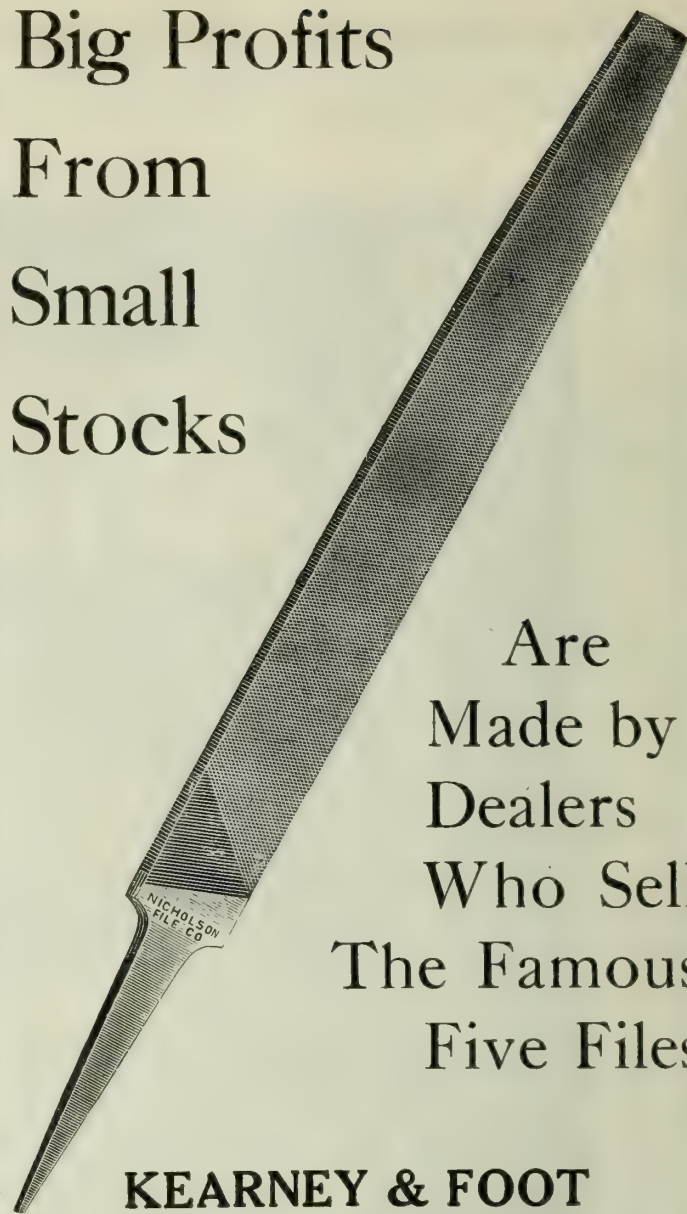
Have **YOU** joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

Big Profits
From
Small
Stocks



Are
Made by
Dealers
Who Sell
The Famous
Five Files

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue.

A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover.

We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers.

Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

Write for catalogue and terms.

NICHOLSON FILE COMPANY
Port Hope (Jobbers Everywhere) Ontario

If interested, tear out this page and keep with letters to be answered.



OUR LINE OF TENNIS GOODS

is up-to-date in style and shape,
unexcelled in material and service.

WRITE US FOR CATALOGUE
AND PRICES

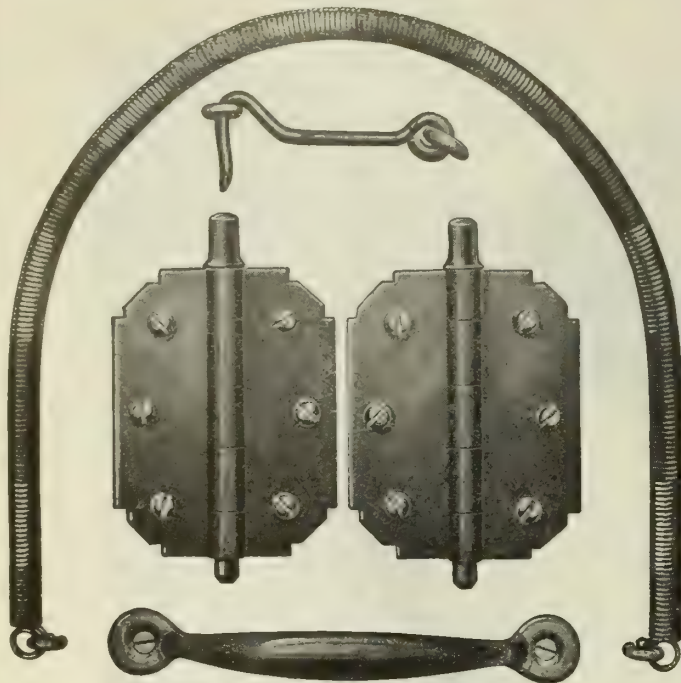
We Recommend and Guarantee Our Samson Balls and Racquets



H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE
TORONTO
LIMITED



If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

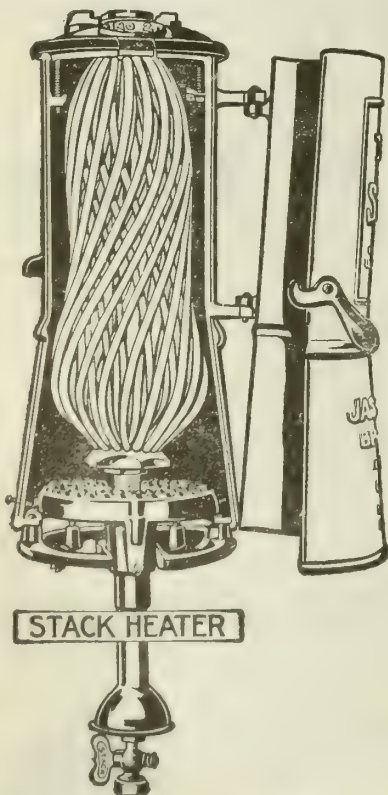
Order Your Hardware for Screen Doors **NOW**

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



THE SECRET OF POWER IN The Stack Gas Water Heater

Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD

BIG PROFITS

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.



Quality



Service



The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited



HAMILTON TORONTO



MONTREAL

WINNIPEG



If interested, tear out this page and keep with letters to be answered.

"A FREEZER? SHOW THEM THE White Mountain"



Thus speaks the store manager who would make sure of a sale and a satisfied buyer.

That construction, peculiar to the "White Mountain" which makes it the only triple-motion freezer made, is the feature that ensures to the user that firm, smoothly-frozen ice-cream, made with the least possible outlay of time and effort.

Durably made. Quick and easy to operate. Beautifully sanitary.

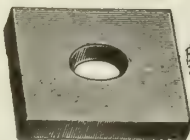
London, Toronto, Montreal,
Hamilton, St. John, N. B.

McClary's

Vancouver, Winnipeg, Calgary,
Edmonton, Saskatoon.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

Round & Square
Plain or
Galvanized

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter — circulars, counter stands, window displays, lantern slides, etc., which help materially.

WRITE FOR CATALOGUE AND PRICES.

**Interstate Electric Novelty Co.
of Canada, Limited**

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition

If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

This Catalogue Will Bring You Business

—Leave It on Your Counter

It contains hundreds of beautiful illustrations of new and exclusive designs of

Metallic Ceilings and Walls

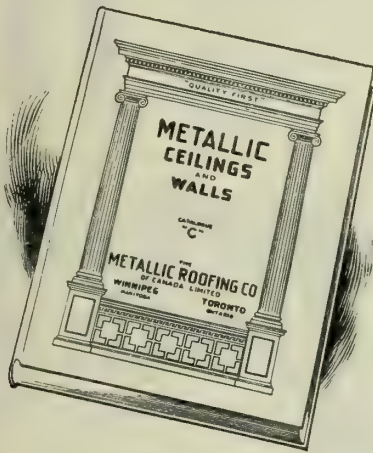
Designs for Stores, Churches and Homes, for Warehouses, Public Buildings and Theatres. All owners of buildings will find just the design they want.

This Catalogue, combined with

OUR SIMPLIFIED PRICE LIST

will create a new era in the Metallic Ceiling business in Canada. Big profits are ahead for the man who takes hold right now and gets "The Metallic Ceiling Name" in his locality.

WRITE US TODAY



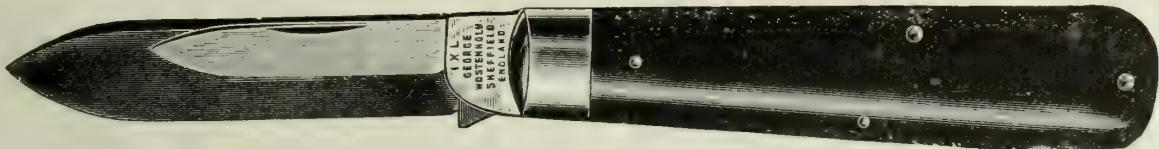
The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Celebrated
 QUALITY

I.XL

Cutlery
 FINISH

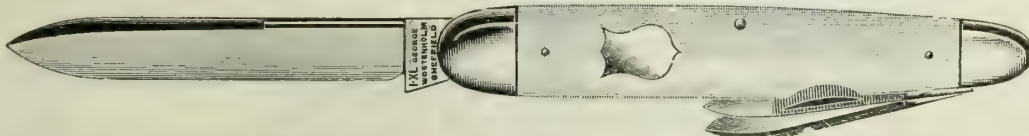
No.
292



No.
292

MADE IN OVER FOUR THOUSAND DISTINCTIVE PATTERNS

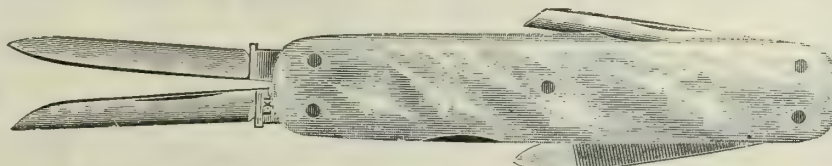
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896

EACH BLADE HAND FORGED AND GUARANTEED

No.
1370



No.
1370

STOCKED BY ALL LEADING JOBBERS

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representative, MONTREAL

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

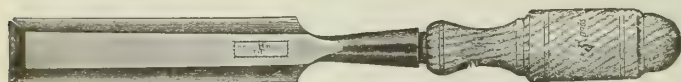
Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



High Quality TOOLS

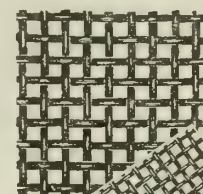
that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Wire Cloth

of every description



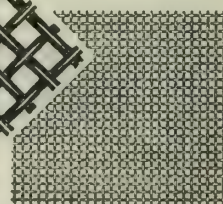
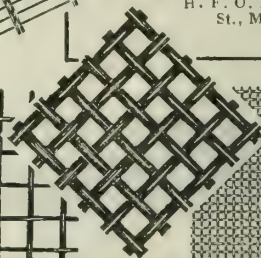
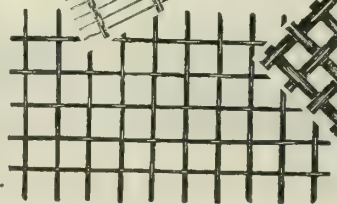
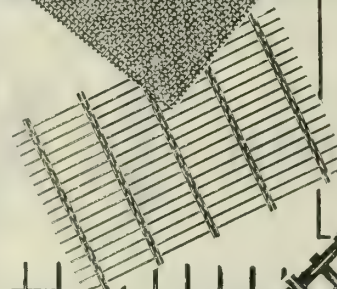
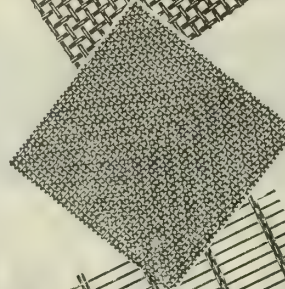
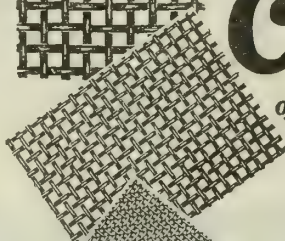
Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron
Goods Company**

Hamilton, Ont.

Eastern Representative,
H. F. O. Pull, 184 Mance
St., Montreal, Que.



"HENDRYX"

Parrot Cages

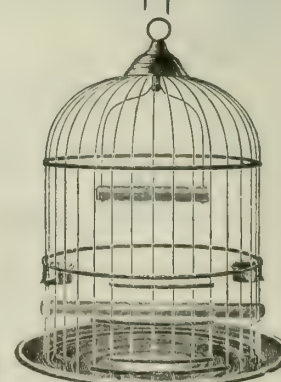
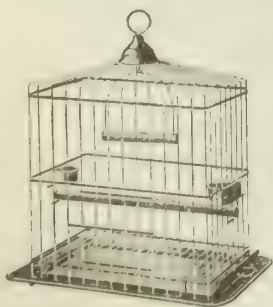
The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June — the parrot season.

THE ANDREW B. HENDRYX CO.

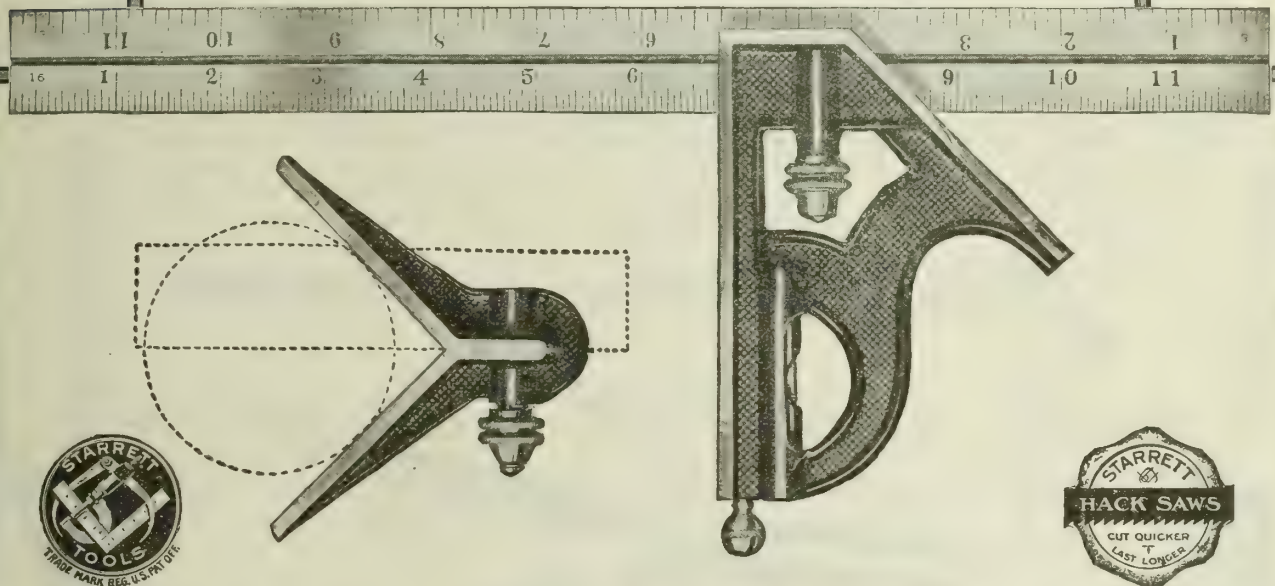
New Haven, Conn.



If interested, tear out this page and keep with letters to be answered.

Starrett Tools

The first Starrett Tool was the Combination Square. It was Accurate. It marked the beginning of The L. S. Starrett Co.



36 Years of Efficiency

have increased the Starrett Line to the extent that today Starrett Tools include 2100 styles and sizes of fine instruments—steel rules, squares, levels, calipers, dividers, micrometers, gages, hack saws, steel tapes, and many others. Modern methods of manufacture require the greatest accuracy, and workmen are buying accurate, reliable tools for use in their work.

Starrett Tools are recognized universally as the Standard for Accuracy.
We Deal Direct with Hardware Stores.

Send for
Free Catalog No. 21-A
Prices and Discounts



The L. S. Starrett Co.

"The World's Greatest
Tool Makers"

Athol, Mass.

New York London Chicago

If interested, tear out this page and keep with letters to be answered.



Our Corrugated Iron is stamped, not rolled, and is absolutely straight and uniform.

Eavestrough, Conductor Pipe, Elbows, Valleys, Ridgeroll, Skylights and Ventilators, etc.

Have you received our new catalogue?

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN, - TORONTO



GARDEN TOOLS

Established
in 1803

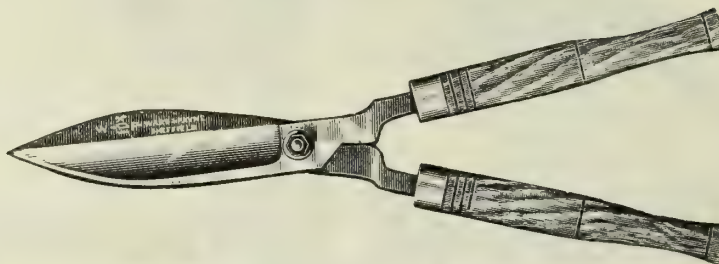
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5874—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5452—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us. It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



Carborundum

**The Great, Quick
Cutting Abrasive**



Carborundum is very much harder than any other known abrasive, which gives it great durability. It is made up of small, sharp crystals that are just brittle enough to break slightly in use. The sharp edges of the crystals cut clean and fast, while the brittleness, by constantly presenting fresh cutting edges, prevents glazing.

In Carborundum Stones you get durability, rapidity and uniform efficiency.

For sharpening edge tools a carpenter only has to try a Carborundum Stone to be a constant user of it.

Carborundum Sharpening Stones

Unequalled for rapid cutting qualities. Fine or medium grit.

Sizes 4, 5, 6, 7, and 8 inches long.

Carborundum Combination Stones

One face smooth or fine grit, the other face coarse grit.

Sizes 4, 5, 6, 7 and 8 inches.

Carborundum Scythe Stones

Carborundum Axe Stones

Carborundum Razor Hones

Carborundum Knife Sharpeners

Carborundum Grinders

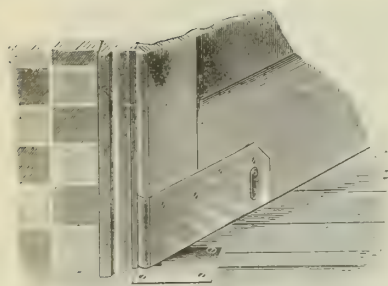
Carborundum Files

Ask for Carborundum Catalogue.

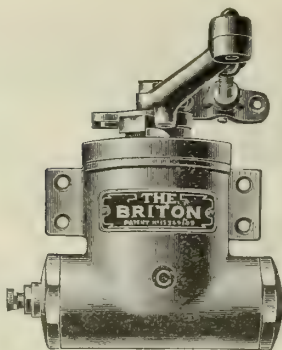
CAVERHILL, LEARMONT & CO.

Head Office and Warehouses, MONTREAL

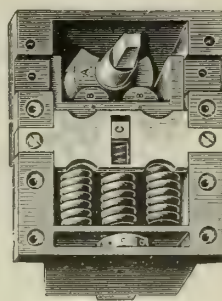
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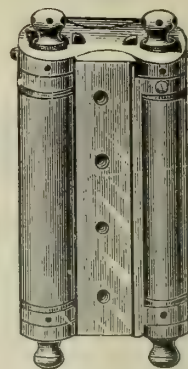
"Era" Shoe Door Spring



The "BRITON" Door Check and Spring



"Invincible" Floor Spring



Regulating Spring Hinge

NEWMAN'S LINES

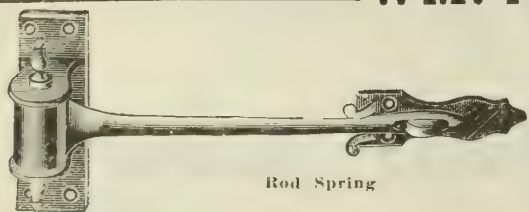
represent the very best value in SPRING HINGES, FLOOR SPRINGS, DOOR CHECKS OF ALL KINDS; PANIC BOLTS, FANLIGHT-GEARING, Etc.

A trial will convince you of their efficiency in getting business.

Universal Satisfaction

WM. NEWMAN & SONS

Splendid Profit

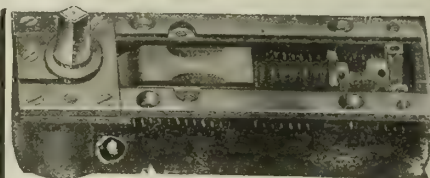


Rod Spring

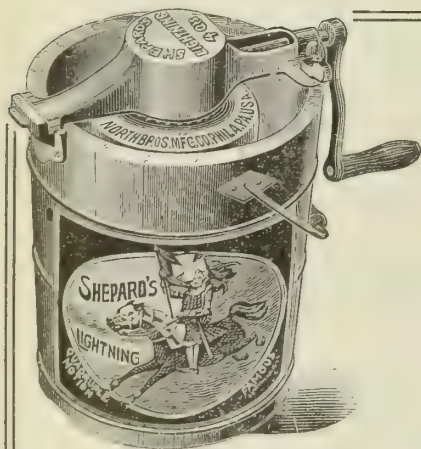
Limited
BIRMINGHAM, ENGLAND

Sold in Canada by
FREDERIC SARA & COMPANY
326 9th Ave. W. - Calgary Alta.

Write them for lists and full Particulars.



"ALBION" Floor Spring.



Time to Order FREEZERS

They are always in season. THE LIGHTNING, GEM or BLIZZARD in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.



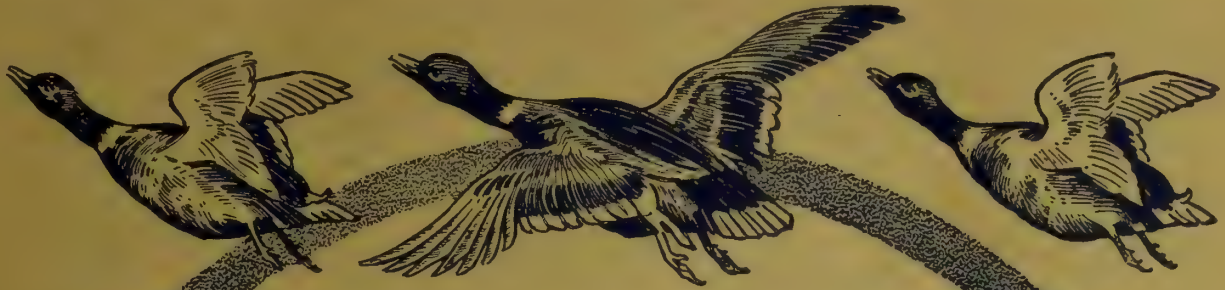
Be sure to add the LIGHTNING CHIPPER. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.



Reinforced Shot Shells

Reinforcing the head of a shot shell has proven of value, as the shooting strain comes at the breach of the gun, which must be so constructed as to easily eject the shell. Therefore, anything that tends to lessen the breech strain is an advantage.

This is where the steel reinforced head in **Dominion Shot Shells** proves valuable in affording extra protection to a shot gun.

Regal and Sovereign

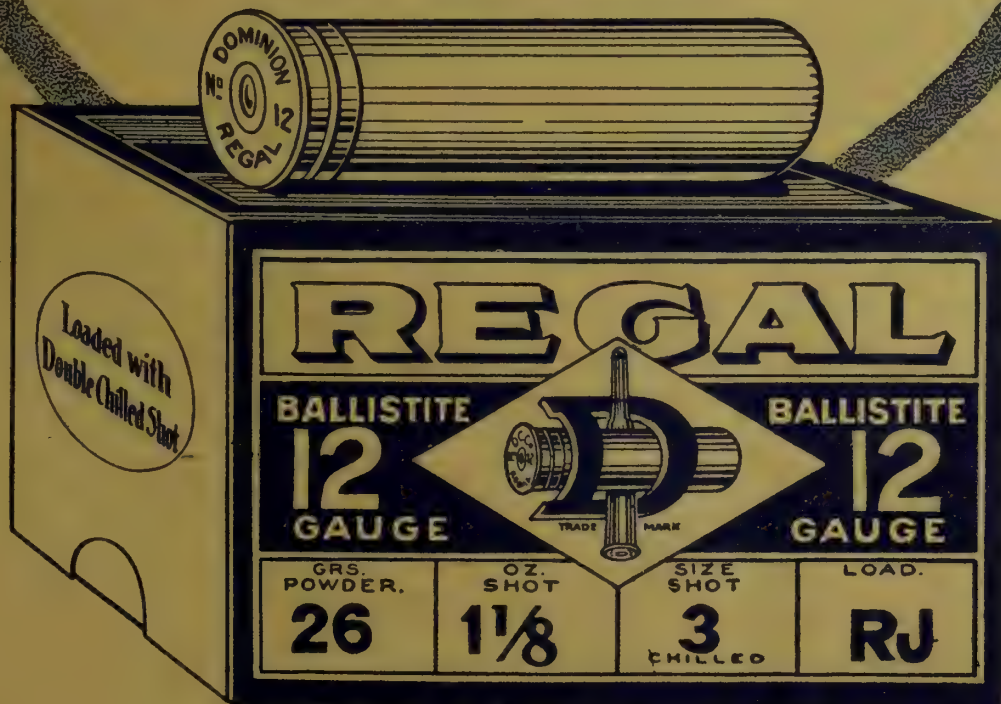
the less expensive types of Dominion shells have the steel reinforced head, as well as the Imperial and Canuck. They have the same primers, powders, wads, shot and crimp as the Imperial and Canuck and an advantage over shells of similar type, with the steel reinforced head and the knurl on the base.

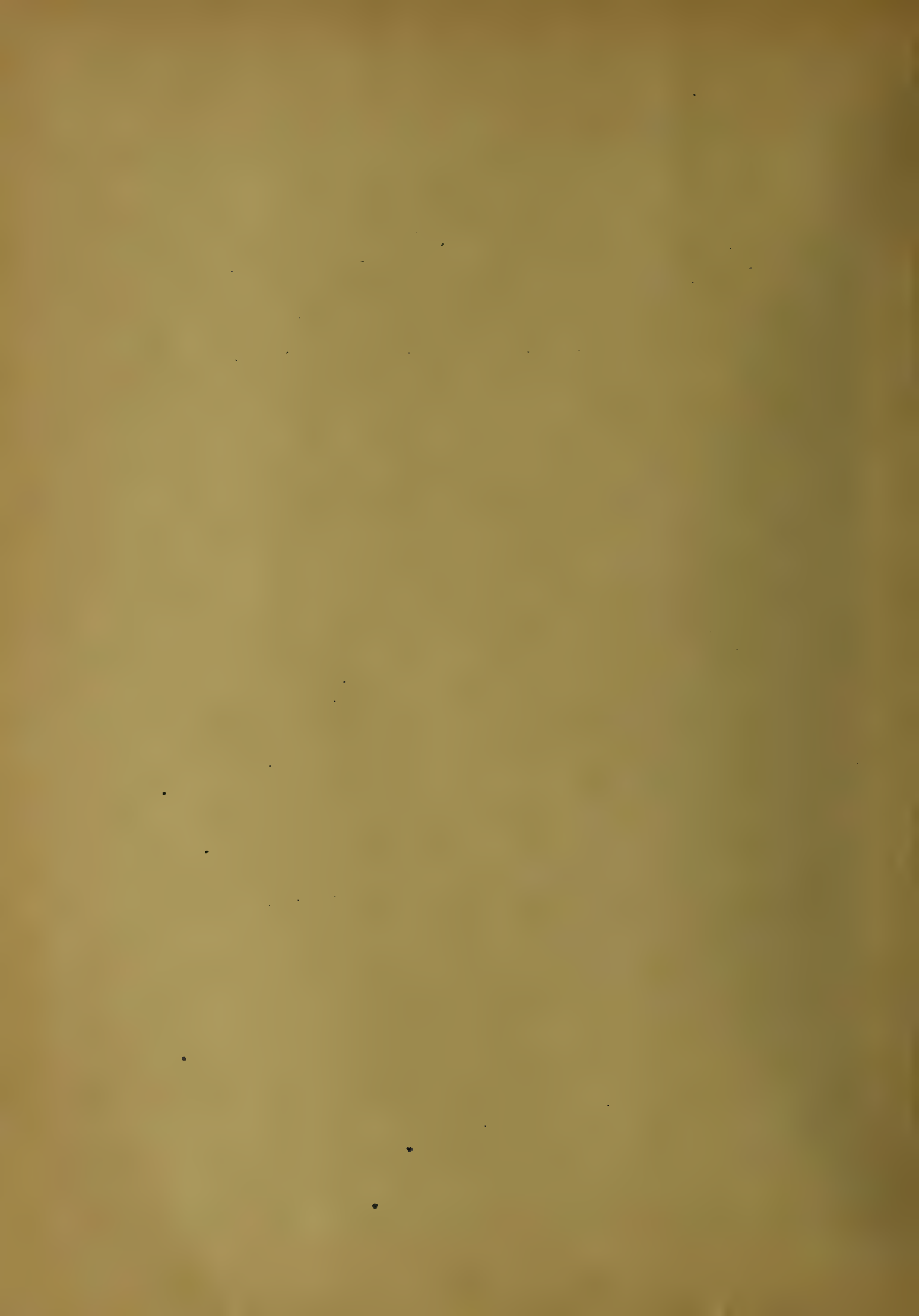
For those of your customers who want the best in a lower-priced shell you cannot do better than to recommend Dominion, Regal or Sovereign.

Ask us about Dominion Hand-Traps.

Dominion Cartridge Company, Limited

120 St. James St., Montreal







A Help to Dealers

Here's a book we are offering to distribute free for our dealers to their mechanic customers.

MILLERS FALLS MECHANICS' HANDBOOK

will help build mechanics' good will for every dealer who takes advantage of our special offer.

The book contains 60 pages of mechanical information that has never been compiled before. It is a mine of the most valuable kind of facts, formulas and helpful hints for the carpenter, metal worker and machinist.

Some of the subjects covered are:

- How to figure board measure, shingles, paint, brickwork and stonework.
- Weight per foot of wood.
- Number of nails to pound.
- Wood staining recipes.
- Putty, cements and glues for wood.
- Grinding wheel information.
- Coloring steel and brass.
- Weight of round and square iron and steel.
- Composition of alloys.
- Tensile strength of boilers.
- Weights and volumes of fuels.
- How to find a tap size drill.
- Decimal equivalent of twist drills in inches.
- And 50 other subjects.

Send for sample copy of the book and outline of our free distribution offer to dealers. Write for booklet No. 12.

MILLERS FALLS CO.

112 River Street
MILLERS FALLS, MASS.



Copyrighted 1916
S. R. M. Co.

That Corrosion Devil Foiled!

What is more uncanny than the corrosion of sheet metal? A bright galvanized sheet frequently after only a few months' service appears as if some fiend were hacking away at it.

Yet it is possible to procure sheet metal made from iron ore which possesses all the good properties of steel and iron sheets plus ability to combat corrosion. That is



It Foils that Corrosion Devil

Because of its extreme durability and very moderate cost, Toncan Metal has created new uses for sheet metal. Products that heretofore had been made of other materials, because sufficiently durable sheet metal could not be procured at a moderate cost, are being made to-day of Toncan Metal.

You, Mr. Sheet Metal Man, are benefited most by Toncan Metal, because it is stemming the tide of business which has been turned into other channels on account of the poor service which ordinary steel and iron sheets give.

Toncan Metal satisfies the user and builds business for the sheet metal man.

The Pedlar People Ltd.

Oshawa, Ont.,

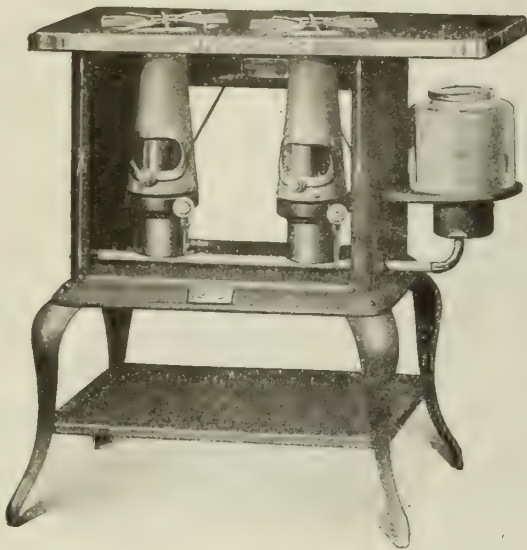
Canadian Distributors

The Stark Rolling Mill Company

Canton, Ohio

Sole Makers

If interested, tear out this page and keep with letters to be answered.



The New Process



The Standard

DAVIDSON'S FOR Gasoline and Oil Stoves

The New Process Blue Flame Oil Stove can be supplied in the two or three-burner style, with long or short chimney.

These stoves are equipped with glass tanks. They require very little care and attention and are guaranteed as to their efficiency.

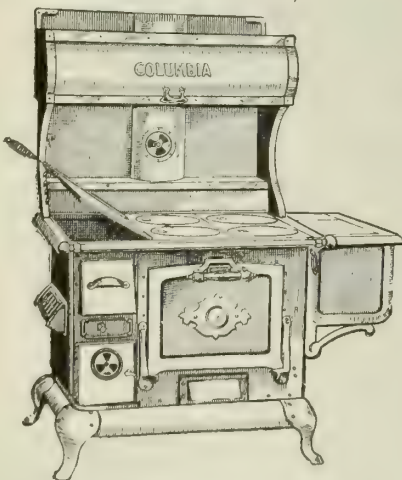
They consume a minimum amount of fuel.

Standard Wickless Blue Flame Oil Stoves

An inexpensive stove, simple and easy to operate. Produces a Smokeless Blue Flame of intense heat.

Made in one, two and three-burner style.

The Thos. Davidson Manufacturing Company, Limited
Toronto MONTREAL Winnipeg



Retail Price :
\$50.00

EVERY STOVE SALESMAN

KNOWS, when the prospective customer walks up the stove-floor looking over your line of ranges, and steps in front of *one particular sample*, making a few admiring comments; that is the range for him to sell her.

If that sample is "*A Columbia*," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

"EVERY RANGE GUARANTEED."

Dominion Stove & Foundry Co., Ltd.
PENETANG, ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BLUESTONE
(SULPHATE OF COPPER)

MONTREAL CHEMICAL WORKS

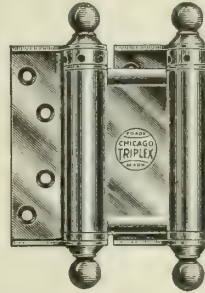
John Cowan Company, Limited

191 Common Street, Montreal

TRADE
CHICAGO
MARK

SPRING HINGES**A SUGGESTION**

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



**Chicago "Triplex"
Spring Butts**

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

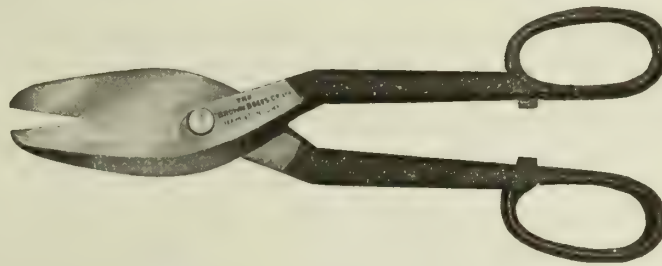
Chicago Spring Butt Company,

CHICAGO



NEW YORK

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips
Bench Shears
Rivet Hammers
Setting Hammers
Soldering Irons, all sizes

Punches and Chisels
Hollow Punches
Rivet Sets
Gasoline Firepots
Charcoal Firepots

Gas Firepots
Steel Letters and Figures
Cutting Nippers
Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, MAY 27, 1916

No. 22

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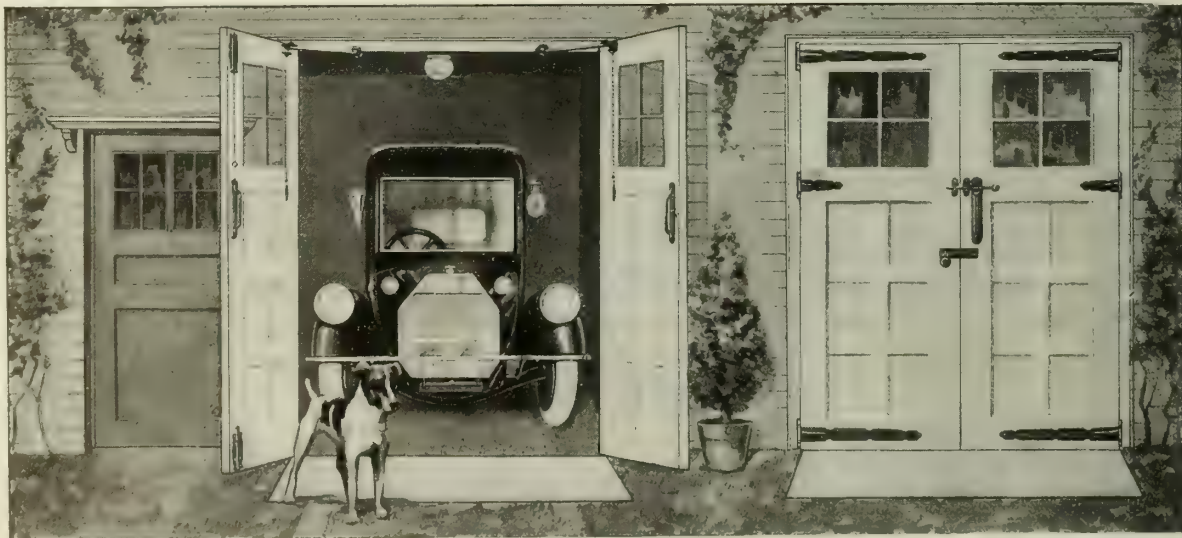
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HARDWARE AND METAL

Published
Every
Saturday
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Vol. 28

TORONTO, MAY 27, 1916

No. 22

Orillia Has Fine New Hardware Store

Parson's Fair and Hardware Has Moved Into Larger Premises and Has Added Complete Hardware Stock—Is One of a Syndicate of Eleven Stores in Various Parts of Ontario—Very Commodious Quarters.

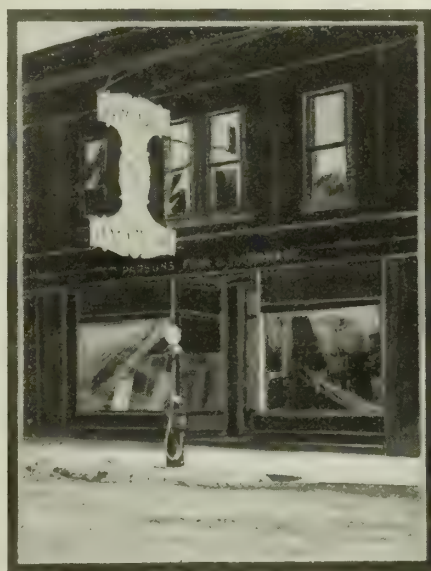
ORILLIA, Ont., has recently had added to the total of its business concerns two new hardware stores. They are new in the sense that firms which were previously in existence have moved into new and larger quarters and have added considerably to their stocks. Parsons' Fair and Hardware has been conducted in Orillia by Harry Parsons for the past twenty-four years his lines consisting until recently of crockery and light hardware lines such as locks, enamelware, hinges, bolts. On moving into new premises in March of this year there was added a complete hardware large line of the heavier articles.

Cheerful Store Interior

The interior of the new hardware store of Parsons' Fair and Hardware is most cheerful. The walls and ceiling are finished in white, with the exception of the space for shelf hardware and paints which is in an oak finish. The store is 33 feet by 100 in dimensions and the ceiling is 11 feet 6 inches in height. On entry into the store interior from the street one is impressed with the fine display of articles in showcases. Four such cases are given up to cutlery and other high-class goods, while one wall showcase carries leather handbags and makes a very attractive display. Down the left-hand side of the store the crockery lines are arranged in tasteful manner with complete samples of all lines carried. These goods are arranged so that the customer can go behind the counter and examine them and be convinced that the articles are what they appear to be.

Movable Boxes and Small Articles

On the counters in front of the crockery and chinaware shelves are the counters where are arranged small articles such as pencils, hooks, bolts and other small hardware lines. These are all kept in small wooden boxes of a cheerful mahogany color, which can be



View showing exterior of Parsons' Fair and Hardware at Orillia, Ont. Orillia is a town of approximately 8,000 population. H. Parsons the proprietor of the store, has been in business in that town for the past 24 years. Recently he moved into larger premises and added a complete stock of the heavier lines of hardware. The stock carried now is worth approximately \$25,000.

removed and the top of the tables cleared for other lines when so desired. In the centre of the store are about two dozen display tables, arranged so that customers can walk around each one and have a full view of all articles there arranged. These tables contain such articles as artificial flowers, fancy chinaware, tablet articles, stationery, lamps and glassware, rubber goods, enamelware, small hardware articles and heavier hardware articles such as vises.

Shelf Hardware in Boxes

The lines commonly known as shelf hardware are kept in sliding drawers

with a sample of each article on the outside of the drawer. This side of the store is finished in an oak color and lends itself to the kind of articles which are there handled. Oil stoves are also arranged on this side of the store. During the past few weeks extra efforts have been made to push the sale of these articles. Mr. Parsons reports considerable success in the sale of these articles.

Oil Pumps Very Handy

To the rear of the store and in front of a large window are the oil pumps, five in number. The Bowser system of oil storage and measurement makes the securing of oil most convenient. It is possible to draw out the exact quantity of oil according to amount required in dollars and cents worth. This is shown by a register and the pumps arranged in front of the window permits one customer to see for himself, if he is so inclined, just what amount he is getting. These pumps are all labeled, kerosene, machine oil, raw linseed, boiled linseed, turpentine. The storage space for the oil is in a specially built fire-proof vault in the cellar, built of brick with an asbestos roof.

Tool Room in Rear

Mr. Parsons has arranged to have a separate room for the display of tools and other unsightly or cumbersome hardware lines. This room is in the rear of the store and is 19 feet by 27 feet. There is a concrete floor in it and racks will be arranged around the walls and tables in the centre.

"There are many unsightly articles such as grindstones, wire netting, step leaders, shovels and spades, lawn mowers, washing machines and bulky articles of a like nature which do not lend themselves to artistic display," said Mr. Parson. "Then too we have arranged them in this part of the store in order that the farmers may come



Interior view of Parsons' Fair and Hardware at Orillia, Ont., with insert at top showing Mr. H. Parsons seated in his office at the rear of his store. The neat and tasteful array of the hardware stock, the very commodious quarters and the complete line of hardware will be noted. The photograph of the store was taken at night with the aid only of the large nitrogen lamps which are part of the lighting system. The store at night is a glare of white light, produced by the indirect lighting method.

here and 'mosey' around at their leisure. Farmers are peculiar in this respect. Even though the room is in the rear of the store it is surprising how quickly they find where it is located. They like to take their time in choosing an article. They like to have a big bunch to select from. They will feel the handle of a shovel or rake and make sure it fits their "feel."

Office in rear

In the rear space has been left also for a light, cheerful office and for the cashier's desk. A large window provides for light and makes this section of the store very bright as compared with the rear of the average hardware store. One of the features of the rear of the store is the exceptionally fine stairway which leads to the second story of the building. It is of a good width and built of solid oak of a fine grain. It is a piece of workmanship such as one would be

proud to have in their own home. This stairway further adds to the brightness of the rear of the store. There has been a studied attempt to make the rear of the store cheerful in every respect and this has been accomplished.

Upstairs for Wallpaper

The space upstairs is utilized for the wallpaper and crockery display. This department is entirely in white enamel finish and nine large windows make this section of the store even more bright and clearer than the great outdoors. In the evening the upstairs is lighted with ten large nitro electric lamps which give out their light by the indirect method. Downstairs there are no less than twenty-one large nitro electric lamps of 002-candlepower each. With their white globes and powerful lighting capacity the store presents a beautiful appearance in the evening. For the store windows there are in each two large electric lights.

One of a Syndicate of Stores

Parsons Fair and Hardware is one of a syndicate of eleven stores which are run by the Parsons family. Harry Parsons of Orillia has a chain of three stores—at Orillia, Barrie and Midland. His brother George Parsons has stores at Petrolea, Sarnia and Goderich. Still another brother Richard Parsons has stores at St. Mary's and Meaford. Three brothers-in-law have stores, James Bremner at Stratford, Peter Bremner at Walkerton, Robert Bremner at Warton. By pooling their buyings these brothers and brothers-in-law are able to take full advantage of anything the market has to offer.

"For the most part we buy direct from the manufacturers. The gross business of our chain of stores amounts in the neighborhood of \$350,000 a year. We meet twice a year and talk over the matter of purchasers for the year. Once a year we meet in New York and once in Toronto," said Mr. Parsons.

Hardware Exhibition Indefinitely Postponed

Manufacturers Suffer From Scarcity of Help—Retailers Also Handicapped by Shortage of Help and Lateness of Season—Directors Decide Upon Indefinite Postponement—Canadian Hardware Manufacturers' Exhibitors' Association Will Be Held Together.

IT will be a keen disappointment to many of the readers of Hardware and Metal to learn that the directors of the Canadian Hardware Manufacturers' Exhibitors' Association, have decided to indefinitely postpone the Hardware Exhibition, which was scheduled to take place at London from June 17 to 24.

In making the preliminary arrangements, Secretary F. M. Tobin, and the directors of the association, had gone to considerable trouble and had secured the main building of the Western Fair at London, Ont., where there was every facility to hold a splendid exhibition. London, being very centrally located in

the richest part of the Province of Ontario, was also looked upon as an ideal spot from the standpoint of the attendance of retailers, and the fact that many of the members of the association are engaged partly in the manufacture of munitions, was counted upon to furnish a special feature this year.

Since the preliminary announcement was made, the Canadian Hardware Manufacturers' Exhibitors' Association directors have held two or three meetings at which several of the directors expressed the fear that on account of the pressure of business on the part of nearly all Canadian manufacturers just now, the association would be severely han-

dicapped in holding a representative exhibition.

It was, therefore, decided that Secretary Tobin should thoroughly canvass the membership of the association and find out what the attitude of the different members was towards the exhibition.

Census of Manufacturers

"The replies received from this letter fully indicated that it would be impossible to hold a successful exhibition this year and one which would maintain the reputation achieved by the Canadian Hardware Manufacturers' Exhibitors' Association in the past.

Association in the past," said Secretary Tobin.

"Almost without exception the members of the association replied stating that they were so busy it would be next to impossible to do justice to an exhibit at London. Many of them went so far as to say that while they were prepared to support the exhibition, they could

(Continued on page 29)



Interior view of left-hand side of Parsons' Fair and Hardware at Orillia, Ont., showing crockery and chinaware display and tables in centre of store for small hardware lines. The top insert shows the cashier's quarters with some of paint stock. The arrow indicates the position located in the store. The lower insert shows the Bowser oil pumps, five in number, with Mr. D. A. Crothers, manager of the store. The arrow indicates the position of these pumps in the rear of the store and in front of a large window.

Retailers Have Insurance Company

Department Organized by Saskatchewan Merchants in September, 1915, Now Has 320 Policies in Effect Carrying Nearly Quarter Million Dollars Insurance—Risks Limited to \$1,000 in Towns and \$2,000 in Cities

The following is a continuation of the report from last week of the Saskatchewan Retail Merchants' Association, made for the MacLean Trade Papers by G. D. Davis, editor of Hardware and Metal, who made the trip to Regina especially for that purpose.

A GREAT portion of Wednesday was devoted to a discussion on two Western Canada firms, who are soliciting business from the retailers. Details are given in this article.

The report of the insurance branch of the association was also submitted and the work of the department was favorably passed upon by the members present.

Preventing Waste of Eggs

At the Wednesday morning session, a meeting of the Grocers' Trade Section of the association was held. Addresses were delivered by Prof. R. H. Baker, of the University of Saskatchewan, and W. H. Ault, of the Department of Agriculture, Ottawa, on the handling and marketing of eggs.

Professor Baker stated that the farmers and merchants of Canada lost huge sums of money each year through eggs deteriorating in value. Much of the loss resulted from thoughtlessness on the part of retail merchants who were often not particular about their methods of storing the eggs until they could be removed to a storage warehouse. Mr. Baker stated that eggs should not be placed where the temperature is 75 degrees or over.

Professor Baker said the railways also needed educational instruction regarding the handling of eggs and that station agents were often careless in allowing crates of eggs to remain in warm places or where the sun was beating down upon them. When eggs are stored in a room where the temperature is over 75 degrees they will deteriorate quickly. He stated, however, that infertile or sterile eggs will keep almost indefinitely. Prof. Baker also referred to the fact that few people in the province make a practice of preserving eggs. If the eggs are carefully candled there is no reason why they cannot be successfully preserved. Water glass, used as a preservative, is silicate of soda and you can get it at the soap works at prices ranging from 40c to 60c per gallon.

Mr. Ault, of the Department of Agriculture, Ottawa, stated that according to figures supplied by the poultry division, Department of Agriculture, at Washington, it was shown that losses on eggs occurred as follows:—69 per cent. occurred on farms, 17 per cent. in country and city stores and 14 per cent. during transportation. He was of the opinion that the same figures would also apply in this country.



A. A. EVANS,

Outlook, Sask., newly elected President of the Retail Merchants' Association of Saskatchewan.

"Much of this waste can be eliminated," said Mr. Ault, "and the department is carrying on an educational campaign to remedy the faults which exist at present. Retailers are asked to co-operate and assist in placing the egg business on a more profitable basis."

President Maybee in calling upon Secretary Raymond for his annual address referred to the excellent work done by Mr. Raymond during the year. Mr. Raymond's address touched on many important points in connection with association affairs, and given elsewhere in this issue.

Fire Insurance Department Growing

The proceedings at the Wednesday afternoon session were opened by an address from W. E. Fisher, superintendent of insurance for the Province of Saskatchewan. Mr. Fisher outlined the new act respecting fire insurance which goes into effect in the province on June 1, 1916. The Act is modeled on recommendations of the National Fire chiefs of the United States. It provides for the appointment of a fire commissioner and assistant, and an inspector for the province. It also provides for an organization for investigation into the causes of fires. Each town will have a local official who will report the circumstances of each fire within three days after it occurs and if circumstances warrant an investigation it will be held.

The new Act also provides for the in-

spection of fire risks. The building and fire regulations of municipalities must conform to the Act. All undue risks will be looked into and brought within the requirements of the Act. Provision is made for attention to any complaints and Mr. Fisher pointed out that if a neighbor exposes you to a fire risk, it is your duty as a citizen to acquaint the department and the complaint will be speedily looked into without disclosing the name of the complainant.

Regarding the Retail Merchants' Fire Insurance Company, Mr. Fisher spoke favorably and stated that although a comparatively new organization the company had fully met the requirements of the Government.

J. L. S. Hutchinson, president of the Retail Merchants' Mutual Fire Insurance Company in presenting the report of the company, pointed out that with the co-operation of all members of the association much greater success could be achieved in the future than had been in the past. If every merchant took out \$1,000 of insurance in the company the total could be increased to \$2,000,000 and a reduction in rates would soon be made possible. He cited the Lumberman's Fire Insurance Company as an example of what can be done in this direction. Mr. Hutchinson stated that the insurance department had its inception at the convention at Saskatoon one year ago. Business started with the completion of the organization on September 1, 1915.

On Dec. 31, the amount of insurance in force amounted to over \$131,130, and the losses up to that time amounted to less than \$300. Before the end of Dec. 1915, 120 policies had been issued. During the present year over 200 policies have been issued, making the number over 200 in all. The total insurance in force at the opening of the convention was about \$225,000.

Mr. Hutchinson asked for the support of the members and told how other associations were making a success of this form of insurance.

The members expressed by a unanimous vote their confidence in the insurance department and a number expressed their intention of applying for insurance when the first opportunity presented itself. Risks are limited to \$1,000 in towns and \$2,000 in cities.

Members of the association were urged to send in their insurance policies from other companies, and have them examined free of charge by the association's

insurance expert. Several members told how they had sent in their policies to be checked over and a number of errors had been found. The importance of having properly worded policies was emphasized by several at the meeting.

Merchants' Consolidated Discussed

At the afternoon meeting an opportunity was given representatives of the Merchants' Consolidated, Winnipeg, and of the Canadian Supply Co., Saskatoon, to place their propositions before the members of the association. This portion of the proceedings was closed to all except members in good standing, and the trade press representatives.

The representative of the first named company was put through a severe examination by some of the members present, who claimed to have paid money towards a company with which the representative had formerly been associated and which as far as they knew went out of business. The representative answered the questions to the evident satisfaction of a number of the members. Some of whom freely admitted that they were directly interested in the Merchants' Consolidated. The objects of the company and its co-operative buying policies were outlined to those present. Details were given regarding the capitalization of the company and the manner in which it sells stock. Of the nine directors of the company six are said to be retailers. The managing director of the company is a former hardware merchant. According to the representative of the company, it is a limited liability company, incorporated under the Joint Stock Companies Act of the Province of Manitoba. The authorized capital is \$250,000, divided into 2,500 shares of one hundred dollars each. The shares, it is said, are sold to the retail merchants of the three provinces at par. The company, it is claimed, has been organized solely in the interests of western retailers to enable them to consolidate their purchasing power direct with the manufacturer and thus obtain better prices on all merchandise.

Several passages at arms occurred regarding statements alleged to have been made regarding the Saskatchewan Retail Merchants' Association in the M—Cee—L, a four-page monthly publication issued by the Merchants' Consolidated.

Figures were quoted to show the amount of business transacted by the company during the four months from January to April. Some details were also given regarding the number of merchants who are patronizing the company.

Canadian Supply Company Discussed

J. L. S. Hutchinson, president and managing director Canadian Supply Co., Saskatoon, was then called upon to address the meeting regarding the progress he had made along lines suggested at the convention a year ago. Mr. Hutchinson outlined what had taken place at the

convention a year ago when he was authorized to investigate and see what could be done towards securing goods which the retailer could sell at the same price as the large mail order houses.

"After a great deal of study and careful investigating a plan was submitted in the form of a wholesale company, which was endorsed by the executive. No one man can hold more than \$1,000 stock. We sell shares at \$100 each. We are trying to compete with the mail order houses. In order to show how one large mail order firm is going ahead I am going to quote figures which I recently clipped from a paper stating that this company's turnover last year was \$75,000,000, of which approximately \$50,000,000 was done in the West.

"You may also be surprised to know what a large mail order house is doing in Saskatoon. On March 1 of this year they opened a distributing warehouse at Saskatoon, and for 90 days average five cars of goods sent out daily. To be exact they sent out 460 cars of goods in 90 days. They have already made the statement that their business from March 1, to date, has exceeded what they had expected to do for the whole year. And what is more they are selling retail at their Saskatoon branch.

"We must take off our hats to these people even though they are unfair competitors. We are all live merchants catering to a consuming public. Don't you suppose that if we get together and form our wholesale company we can compete with these people. The only thing between us and the public to-day is the question of high prices. More retailers to-day are able to pay cash for their goods than ever before, and if we want to do business successfully we must have cash."

At this juncture it was announced that time for adjournment had arrived, and it was decided that Mr. Hutchinson again take the matter up at 9 o'clock in the evening following Mr. Roberts' address on "Community Interests."

At 9 o'clock to a closed meeting Mr. Hutchinson outlined the plans along which the company hoped to work, how dividends would be paid, etc. He outlined the progress made along the lines suggested by the association's executive a year ago. A number of members told how they had bought goods, and quoted figures to show how they had made money by buying through the company.

At 12 a.m. the meeting was still in progress with about 200 members present. When Mr. Hutchinson had finished his address the association by a unanimous vote endorsed the Canadian Supply Co., and a number of members proceeded to take stock in order to equip company.

In view of the fact that some of the members had taken stock in the Merchants' Consolidated, special committees were selected by the Canadian Supply

Co., and by the Merchants' Consolidated, who with one member of the Retailers' Association were appointed to look into the matter and see if an amalgamation of the two companies could not be effected to advantage, but if it could not, the retailers' association authorized the Canadian Supply Co. to proceed with their own proposition on their own basis. The representative of this paper, who was present at the meeting was informed that the Canadian Supply Co. will be a strictly jobbing proposition, paying particular attention to goods needed to compete with mail order competition.

HARDWARE EXHIBITION INDEFINITELY POSTPONED

(Continued from page 27.)

not spare either the men or the material to make a successful display, and any space that they would subscribe for would have to be utilized for advertising matter.

"The attitude of the retail hardware trade was also found to be unfavorable for very similar reasons.

"Many hardware merchants throughout the country have had their sales staff depleted as a result of strenuous recruiting, one retailer reporting that out of a staff of six, he now has nobody left but himself.

"Another condition which would handicap the exhibition this year is that the season is exceedingly late, and the business that retailers would ordinarily do in May, will not be done until June, so that there are very few hardwaremen, who, even with their normal staffs, could afford to be away from home at the time set for the exhibition."

The following letter received by Mr. Tobin from President W. J. Carter, of the Ontario Retail Hardware & Stove Dealers' Association, sets forth pretty clearly the attitude of the retail hardware trade:

"Owing to prevailing conditions that exist regarding the labor problem, which affects manufacturers and retailers alike, I think you are more than wise in calling off the hardware exhibition."

The association will continue as an organized body, and it is hoped that as soon as present conditions are somewhat relieved, an exhibition along comprehensive lines can be arranged, and due notice of this will be given to the trade, as soon as it appears to be feasible.

FAVORS RAILWAY REGULATION

The National Association of Manufacturers of the United States at its convention in New York on May 15-17 adopted resolutions favoring federal regulation of railways. It is thought that such regulation will unify railways to the exclusion of unfair intrastate jurisdiction where federal and state regulation conflicts. Manufacturers of many hardware lines are interested in the proposition.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, MAY 27, 1916

No. 22

* If the money is yours it is worth asking for.

* * *

Opportunity waits for the merchant who is ready to seize it.

* * *

Big successes have been made in small towns, because men realized this truth.

* * *

If business is worth having it is worth going after. The more a merchant realizes this fact the harder he will work for it. That is, providing he wants business enough to will it.

WHY TRADE-MARKED PRODUCTS

TRADE-MARKED or branded articles are of great value to both the producers and consumers of hardware articles. They are likewise profitable for the distributor to handle. Why? Because trade-marked articles greatly stimulate the manufacturer constantly to increase the quality. And upon quality depends consumption.

A manufacturer who discovers methods of making his goods better than his competitor, needs some way of having those goods identified. If he puts better hickory in the handle of a hammer, and has a finer process of tempering the hammer head, he should not lose those advantages. When people get to know these qualities, they will associate them with the trade-mark of the firm.

In the United States, there is now before the Congress a bill, the purpose of which is to enable manufacturers to fix the resale prices of trade-marked articles. Such a measure would eliminate cut-throat competition on the part of mail order houses, in trade-marked goods.

OPPOSED TO PRICE-CUTTING

WITH shifting markets and changing prices under-selling is receiving added attention, both in a wholesale and retail way.

One large firm states that they have directed their travellers not to complain about the other fellow cutting prices until they can provide the proof. They further state they do not believe one-tenth of the reports brought in by their travellers. Although probably made in the best of faith such assertions are often notoriously exaggerated and incorrect.

But such is their opinion of the evil effects of the practice when it does exist that the merchant receives the serious attention of their credit man. If however, it is a wholesale competitor who is the offender, the management is approached with a view to insuring their co-operation and less price-cutting.

In both cases the whole argument is based on the fact that when prices are equable there is no need of the traveller or clerk taking the trouble and time of talking the prices after having convinced the buyer of the quality of the goods.

BOOZEORIIUMS

THEY have a happy knack in the West of coining new phrases. One recently sent on its toilsome way to express and interpret the inner feelings is "boozeoriums." It was applied to the Government liquor dispensaries by ex-President Maybee of the Saskatchewan Retail Merchants' Association. He is of the opinion the Government should abolish them in the interests of effective prohibition.

Retail merchants have been benefited by the present prohibitory law. He thinks they would benefit still more by the abolition of the government liquor shops.

To be philologically correct the word should be boozeporiums. We take it that it is built up from the common, ordinary old word "booze" plus the "orium" from "emporium." Now an emporium is, strictly speaking, a bazaar. Emporium in turn came from the old Greek word "emporion," made up of "en," in, and "poros," way.

To be strictly correct, therefore, the word should be "boozeporiums." But the West does not go by rule. "Boozeoriums" will do.

ELIMINATING BANKRUPTCY EVILS

IT was pointed out at the recent convention of retailers at Regina that merchants have not yet developed foresight enough to prevent bankruptcy overtaking some of their fellow traders.

One evil resulting therefrom consists in throwing bankrupt stocks on the market. These are often sold at greatly reduced prices. They enter into competition with the man who has up to that time escaped bankruptcy. His trade is reduced. He often wonders if he will escape the same fate of his bankrupt side-kicker.

Some merchants in the West are of the opinion the Retail Trust Company will do much to blot out the evil of bankrupt stocks. Trust companies have given the assurance that if they secure a bankrupt stock the merchants in that town will be given the option of buying the stock at the highest bid made at the assignees' sale.

If merchants do not want to load up with this superfluous stock the evil will still remain. If one merchant gets all the stock, would it not be logical for him to sell them at bankrupt prices?

RELIGION: WHAT IS IT?

AT the Saskatchewan Retail Merchants' convention held in Regina this month ex-President Maybee said, during the course of his opening address: "I love Christianity. I owe my life to the little I have of it. But I hate religion."

Turning to our dictionary for a definition of the term we find: "Religion: A belief binding the spiritual nature of man to a supernatural being. 2. Any system of faith and worship. 3. An essential part or a practical test of the spiritual life."

Words synonymous with the term religion are: devotion, faith, godliness, holiness, morality, piety, theology, worship.

Surely ex-President Maybee does not hate these qualities. Christianity is itself one of the many religions of the world. Is it possible that he means he hates so much of the sham Christianity that passes for religion?

Now Making Waste Places Produce

Movement is Quite General Throughout Canada to Utilize Unused City Lots—Toronto Has More Applications Than Can be Filled—Regina Took Initiative in Idea—More Garden Tools Will be Needed



Ceremony in connection with starting the planting of vacant city lots in Toronto under the auspices of the Toronto Rotary Club.



One of the garden plots in Toronto which was cultivated last year. Such waste places in Toronto last year yielded about \$5,000 worth of produce.

TORONTO is this year undertaking an energetic campaign in the interests of helping along production which promises much toward the reduction of the cost of living. Incidentally it is going to help the hardware merchants in that there will be a greater demand for garden tools. The proposition is to utilize all the vacant lots in the city for garden purposes.

The work is being undertaken under the leadership of the Toronto Rotary Club. Already there have been 170 applications for these garden plots and at the present time there is not sufficient area at the disposal of the Rotary Club in order to make allotments to all those who have applied. The ground is allotted in one-eighth acre plots usually. Last year the work was also undertaken

by the Rotary Club and 130 garden plots were planted. The value of the produce raised last year was between \$5,000 and \$6,000.

Without Money and Without Price

One of the notable features of the work in Toronto is that dwellers in the city can secure these garden plots without cost. The land is plowed, harrowed,

seed is furnished, cabbage plants and tomato plants are furnished and all it costs the tiller of the plot is \$1. This is merely a nominal fee. A good many of the lots have been allocated to returned soldiers this year, some 67 being engaged in tilling lots up to the present.

The process of making little farmers out of the dwellers in tenements, flats and gardenless houses, by letting them loose on the hundreds of temporarily useless vacant lots in cities, will be carried on vigorously this year in several Canadian municipalities. Give everybody a chance to produce, is the slogan and, while the farmers are being urged for patriotic reasons to increase their output, dwellers in the cities are being invited to co-operate by raising some of their own food-stuffs, thus releasing a larger proportion of the country's production for sale abroad.

Regina Started Movement

Regina was probably the first city in Canada to try the experiment of putting vacant lots under cultivation. There, the movement was originally launched both for philanthropical and aesthetic reasons. On the one hand it was proposed to help those families in poorer circumstances who were unable for lack of opportunity to grow any food. On the other hand, it was hoped that unsightly vacant lots would be cleaned up and made neat and attractive, thereby enhancing the appearance of the city. A satisfactory beginning was made two years ago and so successful was the movement that it is now being prosecuted annually.

The scheme in Regina is conducted by the Vacant Lot Garden Committee. The aim of the Committee, as expressed in their advertising material, is "to develop a self-supporting plan of co-operative work to give to rich and poor alike at slight cost the opportunity to add to their incomes, to the healthfulness of the family table and to the beauty and fertility of the city." They undertake to secure lots, 25x120 feet in size, rent free, and to put them in shape for seeding for the sum of \$2.50. Preference in allocating the lots is given to married men. The seed is sold the vacant lot gardeners at a special rate by local seedmen and in needy cases is given them by the Committee free of cost.

The municipal council has given support to the movement by placing at the disposal of the Committee certain city properties. One of these, a block fifty acres in extent, was last year divided into acre plots and assigned to married applicants. As an indication of how the scheme took, it was reported in March that the number of applications was in excess of the supply of land and a special appeal had to be made through

the columns of the local press for more lots.

Calgary established a Vacant Lot Garden Club also two years ago, and during its first season the Club met with encouraging results. The chairman reports that 250, twenty-five foot city lots were cultivated by 174 gardeners, who paid \$1.00 per lot cultivation charges. As a conservative estimate \$5,000 worth of produce was raised. Much larger things are being planned for this year and four times as much land will be under cultivation. The fee has been raised to \$1.50 per lot. Through its Parks Department the city helps out with the preliminary work of putting the land in shape.

Eastern Cities Take Up Idea

In Eastern Canada, Hamilton has taken the lead with its Garden Club. Here the scheme originated with the City Clerk, who has had the backing of the City Council in its development. A

special committee, on which the mayor and two aldermen are serving, in addition to the City Clerk and two private citizens, was formed to take control of details. The general plan is similar to that in Regina. A list of suitable vacant property was made up and an appeal sent out to the owners for its temporary use. By means of articles in the press and a series of public meetings, the people in the poorer sections of the city were notified of the formation of the Garden Club and invited to become members.

Somewhat similar plans have been adopted by organizations in Brantford, Woodstock, Owen Sound, Chatham, Stratford, Edmonton, Victoria, Moose Jaw and other cities. In some the Patriotism and Production campaign proved the incentive. In others there has been simply a desire to bring under cultivation vacant land at present lying idle and to give the needy a chance to grow some of their own food.

Manitoba Retail Merchants To Meet June 6, 7 and 8

WINNIPEG, May 25.—(Special).—June 6, 7 and 8 are the dates of the convention of the Manitoba branch of the Retail Merchants' Association. The slogan this year will be "Commercial Preparedness."

This is the second annual convention of the Manitoba Branch and it will be held in the Industrial Bureau, Winnipeg. The program, not yet completed, provides for the following:

Tuesday, 10 a.m.: Registration and reception of delegates.

2 p.m.: Addresses of welcome by Mayor Waugh of Winnipeg, president of Winnipeg Branch, and replies by Prov. President and others.

Tuesday:—Reports of provincial officers; Resolutions and Question Committee appointed; addresses by visiting Dominion and provincial officers and delegates.

8 p.m.: Address on "Commercial Preparedness."

Wednesday, 9 a.m.: Representatives from the wholesalers and the sales managers association will address the convention. A short conference will follow.

11 a.m.: Resolutions Committee report.

12 a.m.: Photograph of delegates to be taken.

Wednesday, 2 p.m.: Address by W. H. Ault, Dept. of Agriculture, Ottawa. on "Marketing Eggs." 3 p.m.: Address by qualified speaker on "Marketing Butter." 4 p.m.: Question Box opened; nomination committee appointed; 6 p.m.;

Banquet given by the Winnipeg Branch to visiting delegates.

Thursday: Address on "Community Development"; election of provincial officers.

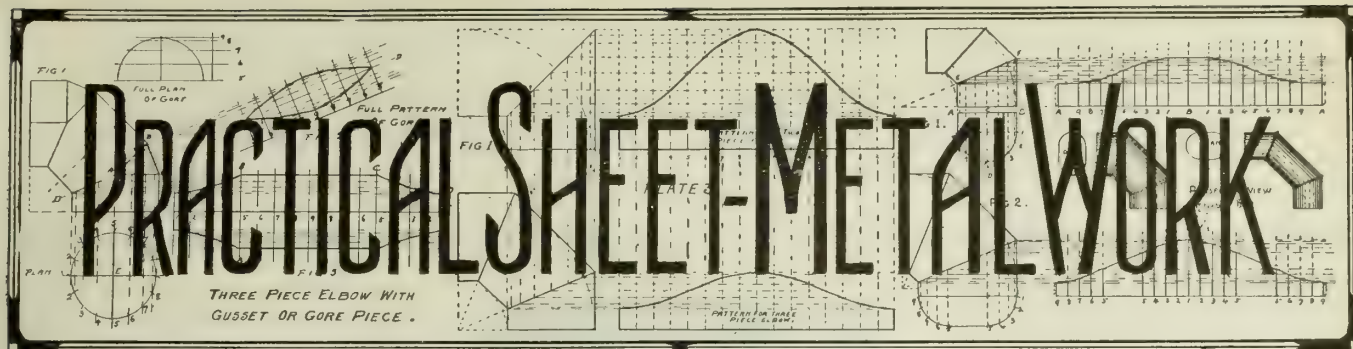
The general and other convention committees are working with the idea that this convention should be one of the most successful ever held in the West. It is expected that hundreds of retail merchants will rally into Winnipeg and that the discussions will be full of interest.

Co-operation is the one word that will be given special attention at this convention. Other subjects which are likely to arise out of resolutions are: Trade building; Profitable Lines; Buying; Price and Service; Selling; Profits; Cash and Credit; Collections; Competition; Jobbers; Local Clubs; Merchant and Farmer; Association; Trade Papers; Insurance; Legislation.



CANADIAN SUPPLY COMPANY

Through a misinterpretation of a telegram sent from Regina on the occasion of the convention of the Saskatchewan branch of the Retail Merchants' Association the impression might be conveyed that the Canadian Supply Company has 148 branches throughout the West. The Canadian Supply Company has only one branch at the present time. The Saskatchewan branch of the Retail Merchants' Association has 148 local branches.



BY THOMAS STANFIELD

THE next furnace fitting to be described is shown in Fig. 1. This is a type of shoe to be inserted into the rectangular stack pipe B. C is the side view of the rectangle.

A fitting of this type is used between the warm air pipe at the foot of the warm air vertical stack pipe, and is a very simple fitting to make. Fig. 1 may be used as pattern for side, allowing material for locks. To develop pattern for piece between B and A divide into equal parts as shown at A, 1, 2, 3, 4, 5, 6, B. Then draw a perpendicular stretch-out line as shown in Fig. 2, B, A'. Next transfer the measurements from A B, Fig. 1 to Fig. 2, as shown, and draw another line B.A. Then B B' A A' will be the size of sheet metal required.

Fig. 3 is front view of the fitting, Fig. 4 is the pattern for throat of shoe as shown in Fig. 1, C. D. E.

Fig. 5 is the pattern for square to round piece shown in Fig. 1 at E A. Allowance for seams must be made in every

case, these have been described in previous articles in this course.

Another fitting which will be found to be very handy is an offset for the stack pipe Fig. 6. Solid lines shows the regular style, but it will be plainly seen the curved type is a much more desirable kind providing there is room in the partitions to place it. The round curves do not set up as much friction as the square sharp cornered ones shown in dotted lines. Fig. 7 shows the pattern for the material required, which is self-explanatory.

Fig. 8 is another fitting which though not often used, is very handy, that of a rectangular offset. This type of warm air fitting is used where one partition crosses the one in which a stack pipe is being installed.

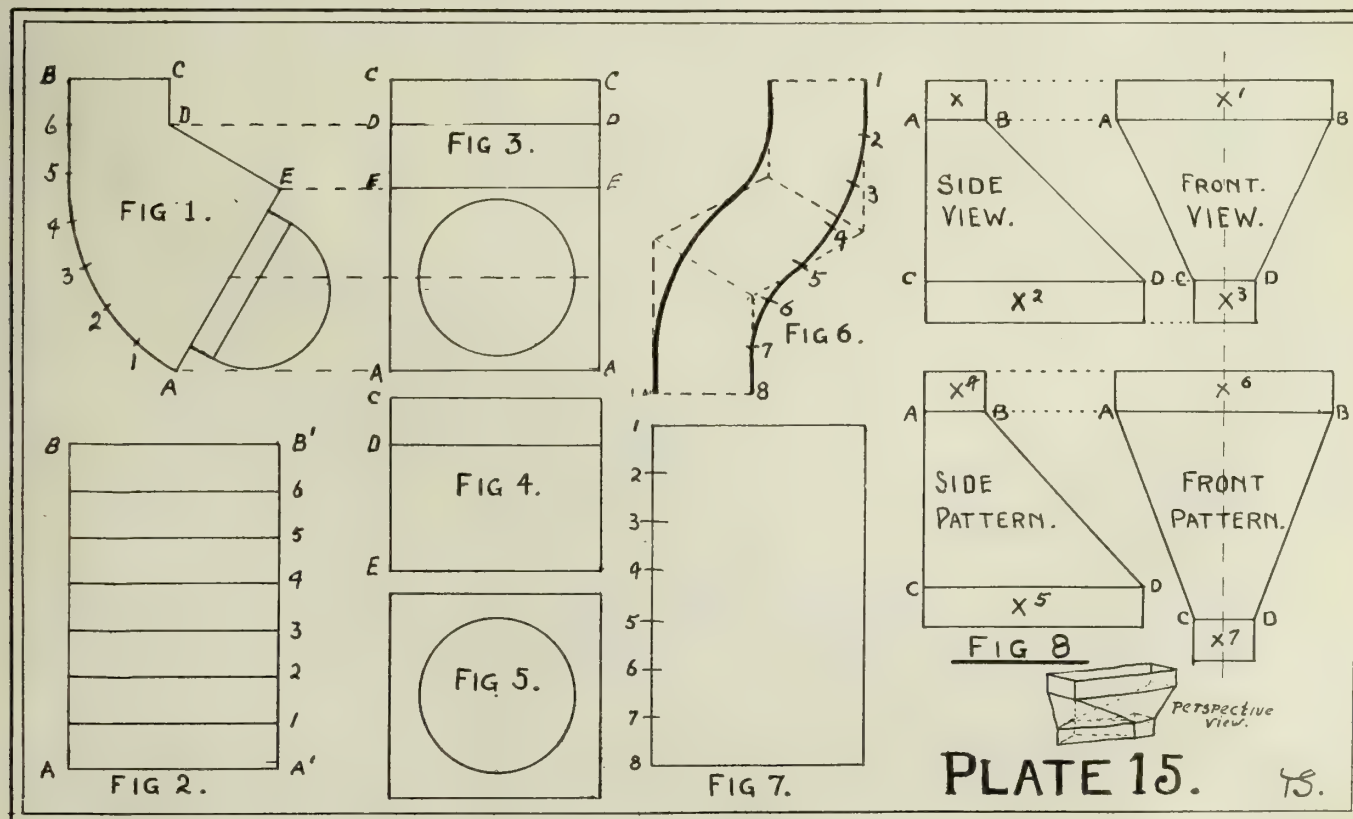
The side view shows that the back A C is perpendicular, while the front B D is slanted. Then the front view gives the slant of the sides. To develop patterns for this fitting is very simple.

though some metal workers find it an awkward task.

First draw a dotted line as shown. Through front view and pattern draw the rectangle A. B. X6. Next draw sides C. D. X7. Now take compass and measure the length of slanted side B. D. on side view. With this measurement join the two rectangles X6 and X7 as shown on front pattern. This will give the desired amount of material for front.

For side pattern follow the same course by drawing first the two rectangles X4 and X5, then using the measurements at side of front view A.C., and transferring these by connecting the rectangles X4 and X5 as shown at AC. The slant line BB on side pattern is the true length of the material for side. By going over the various measurements with compass, these can be easily proved. Allow for seams according to style required.

(Continued in next issue.)



EVENTS IN THE TRADE

NEW MANAGER OF SAW WORKS

W. F. Pollock, until recently manager of the Victor Saw Works at Hamilton, Ont., has been recalled to the head office of the Massachusetts Saw Works at Springfield, Mass. Mr. Pollock also held the position of president of the Victor Saw Works. He will be succeeded in the managerial duties by H. W. Holmes, until recently assistant manager of the company's plant at Hamilton.

The progress of Mr. Holmes in executive positions with the company has been rapid and most interesting. He is an American by birth, and in the earlier stages of his career was a professional baseball player. He showed promise in this line when an accident happened which marred his chances for filling a stellar position in the professional baseball field. He accordingly took up a trade and by dint of study and close application to his work attained to the position of foreman after his apprenticeship was completed. From the position of foreman he went to that of assistant superintendent and now has been appointed manager of the Canadian branch. Mr. Holmes brings to his new position a wide experience which, together with natural ability, fit him well for his new work.

IRON WORKER DIES

James Rodden, employed for over 20 years at the Polson Iron Works in Toronto, died suddenly at his home on May 19. On coming home from work he complained of a pain in the heart and died two hours afterwards. He was 65 years of age and had lived all his life in Toronto. He is survived by a widow, two daughters and one son. His son, Private Cornelius Rodden, is attached to the 170th Overseas Battalion.

BUSINESS CHANGES

Edmonton, Alta.—Messrs. Howard & McMillan have dissolved partnership in the hardware and harness business. The business is being continued by Mr. McMillan.

PERSONAL

P. Segal of Winnipeg, is now employed in the tinsmithing department of the Estevan Hardware Company, Estevan, Sask.

H. K. Middleton, of the Pioneer Hardware Company at Saskatoon, Sask., H. M. Curtis, hardware merchant of Davidson, Sask., and R. Bell, general merchant



A. W. POOLE

formerly associated with Brandram-Henerson as sales manager, who will be manager of the new paint and varnish works to be built at Montreal by McArthur-Irwin Company

of the same place, were among those who attended the convention of the Retail Merchants' Association of Saskatchewan at Regina.

U. S. HARDWAREMEN IN CANADA

A special train carrying members of the National Retail Hardware Association of the United States, together with their wives and families will pass through Canada on June 10 and 11 en route to the national convention of the association which will be held in Boston on June 13, 14 and 15. The special will start from Chicago on Friday evening, June 9, and will arrive in Toronto by the Canadian Pacific Railway at 7 o'clock Saturday morning. The party will leave Toronto by boats for Niagara Falls at 7.30 a.m., and will return at 8.15 o'clock in the evening. Their train will leave the Queen City at 11 p.m., and journey to Kingston where they will take steamer and travel down the St. Lawrence to Montreal. There will be about two hundred in the party. The convention in Boston is expected to be a big one.

NEW SALES MANAGER APPOINTED

E. S. Cook has succeeded S. S. Bain as sales manager of the Ontario Lantern & Lamp Company and the Canadian

Tungsten Lamp Company at Hamilton. Prior to his promotion to this position, Mr. Cook was in charge of the Toronto branch of the company, having opened the branch a short time ago. Mr. Bain, who was formerly sales manager for the company, has removed to Montreal where with his brother he will engage in the florist business. On the recent death of their father the estate passed to their hands. Before being connected with the Ontario Lantern & Lamp Company, Mr. Cook was a partner in the firm of Moncur & Cook, electrical supplies, Hamilton. He disposed of his interest to Mr. Moncur and the firm is still continued under the name of Moncur & Cook.

DETAILS OF AVIATOR'S DEATH

Additional details have been received of the manner in which Lieutenant Gurney Ryckman, 19 years old, a son of E. B. Ryckman, of Toronto, and a great grandson of Edward Gurney, who with his brother Charles, laid the foundation of the big foundry business by that name in Hamilton and Toronto, met his death in France.

Lieut. Ryckman, accompanied by Lieut. J. R. Dennistoun, son of R. M. Dennistoun of Winnipeg, ascended in their aeroplane and flying over the German lines, engaged in battle with a German machine. Their machine caught fire during the battle and both men fell to the ground from a great height. The fate of the German plane was not ascertained.

The lieutenants were assigned to No. 7 squadron of the British expeditionary force, and since April were courageously flying over the German lines four hours each day bombarding the enemy. That their work was efficient and effective has been attested to. Their deaths are deeply deplored by friends here and in Winnipeg, because each was singularly popular and possessed of excellent characteristics.

Lieutenant Ryckman left Canada last November, after taking an aviation course of training, which was completed in England. He was also a former student of model and University of Toronto schools and studied for a year in England.

The two lieutenants were assigned to the same corps during the winter and became close associates. Lieut. Ryckman is survived by his parents and a brother.

BREAK WITH DOMINION BOARD

At a meeting of the Charlottetown Retail Merchants' Association held in Charlottetown, P. E. I., on May 12, it was decided to withdraw from the Dominion Retail Merchants' Association and form a local association. The motion was adopted unanimously. It was decided that the new body should be called the Retail Merchants' Association of Charlottetown. The officers of the association are to be a president, vice-president and treasurer and an executive committee composed of one member of each branch of the retail trade. The executive elected comprises the following:

Drygoods—S. A. McDonald.
 Druggists—G. E. Hughes.
 Shoe Dealers—E. H. Beer.
 Crockery—C. H. Black.
 Jewellery—W. T. Wellner.
 Coal—A. Pickard.
 Furniture—H. Weeks.
 Hardware—C. H. Chandler.
 Confectioners—T. White.
 Bookstores—I. Carter.
 Tailors—S. McLellan.
 Butchers—R. Gay.
 Fish Dealers—J. P. McCloskey.
 Agriculture Implements—R. Grant.
 Musical Dealers—A. Forsythe.
 The officers elected were:
 President—S. A. Macdonald.
 Vice-president—G. E. Hughes.
 Secretary—E. H. Beer.

Twenty Years Ago In the Hardware Trade

From Hardware and Metal of May 23, 1896

John Livingston, Sr., partner of the firm of J. & J. Livingston, flax manufacturers, Baden and Listowel, died very suddenly at his residence in the latter place about 10 o'clock Thursday morning. He had been chatting with some friends in a neighboring house and suddenly put his hand to his heart and complained of a severe pain. He hurried home and a physician was summoned, but he died in about 20 minutes.

The old association among the brass manufacturers of the country, which collapsed a year or two ago, has been revived. It will be remembered that two weeks ago a meeting was held in Toronto with this end in view. Now all arrangements have been completed, and the association is once more a reality.

The firms who are members of the organization are: The Stevens Empire Manufacturing Co., of London; the Essex Brass & Iron Manufacturing Co., the James Morrison Co., of Toronto;

McAvity & Sons, St. John, N.B., and R. Mitchell & Co., of Montreal. The association is said to be stronger than ever its predecessor was.

There is a feeling of relief among the manufacturers of brass goods at the consummation of the association. During the past year or two the competition has been so keen among them for business that the price of staples has been cut into deeply.

There is still an association of brass manufacturers in existence although some of the firms which comprised the original association are no longer in existence. The Stevens Manufacturing Company is now the Empire Manufacturing Company. The Essex Brass & Iron Manufacturing Company went out of business some time ago. The James Morrison Co., McAvity & Sons and R. Mitchell & Co., are still thriving companies.

J. Samuel, of Samuel, Sons & Benjamin, London, and M. & L. Samuel, Benjamin & Co., Toronto, is in Toronto on a visit.

Mr. J. Samuel was one of the partners in the firm of M. & L. Samuel, Benjamin & Co., of Toronto, dealers in metals. Mr. Samuel died rather suddenly in June, 1912, while many of the heads of departments were absent in England. A telegram to the representatives abroad announced his death.—Editor.

W. H. Carriek, vice-president of the Gurney Foundry Company, Toronto, leaves on Wednesday en route for England. He sails by the Umbria on Saturday from New York. He will be away about three months.

Mr. Carriek is now manager of the Hamilton Stove & Heater Company.—Editor.

CATALOGUES AND BOOKLETS

Catalogues Wanted

A new five, ten and fifteen-cent department is being opened in the W. W. Cooper store at Swift Current, Sask. Manufacturers of lines suitable for a department of this kind are requested to send catalogues.

Roofing Company's Catalogue

The Metallic Roofing Company of Canada, Toronto and Winnipeg, has recently issued a high-class catalogue describing their various lines of metallic ceilings, walls and cornices. It is of large size and is printed on a highly calendered quality of paper which shows up their various designs to excellent advantage.

There are in all 120 pages in the catalogue, which is bound in an attractive cloth cover. The catalogue has been prepared at considerable expense and is designed to give an adequate idea of the many lines and designs which they carry. It is styled catalogue C, and is for distribution to interested dealers in the trade.

Catalogue on Galvanized Roofing

Wheeler & Bain, 179 King street east, Toronto, have issued their annual spring catalogue of galvanized iron roofing supplies, which shows their complete line of eavetroughs, corrugated pipes and elbows, corrugated sheets, skylights, cornices, galvanized iron sheets and tin plates. It contains 54 pages of information respecting their goods and is illustrated throughout. It is printed on a high-class calendered paper and bound in paper cover. Copies will be forwarded on application.

Catalogue on Huskers

The Adams Husker Company, of Marysville, Ohio, has issued a 46-page catalogue describing their complete line of corn huskers, traction gears, portable trucks, grain elevators and purifiers, wood saw frames. The catalogue is made attractive by illustrations showing actual farm scenes in which their various articles are being put to use. It contains cuts and description of each one of the articles manufactured by this concern. It carries a red paper cover with the name of the firm printed in black letters.

New Motor Accessory Catalogue

La Cie Martineau, of 125 St. Joseph street and 170 Des Fosses, Quebec, wholesale and retail dealers, have issued a 56-page catalogue of their motor accessory lines. The catalogue is printed in French, and carries a large assortment of the various accessories. It is printed on a good quality of paper and is altogether an attractive catalogue for those who read French. Copies will be mailed on request.

Catalogue on Mail Boxes

The Beck Hardware Manufacturing Company, of Berlin, Wis., makers of hardware specialties, have issued a 22-page catalogue known as Catalogue M, which is devoted largely to their mail box lines. The catalogue is printed in three colors and shows in a most attractive way the lines which this firm carries. It shows a very complete line of mail boxes for both city and rural routes. Their other lines of specialties are also illustrated and described.

Monthly Accessory Bulletin

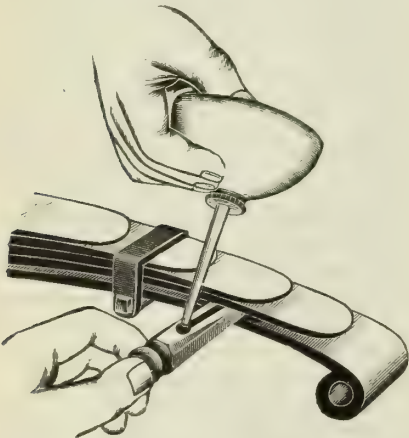
The Universal Sales Company of 1446 St. Lawrence Boulevard, Montreal, Que., purpose issuing a monthly bulletin in the interests of their motor accessory department. The first one to hand contains eight pages, describing a complete line of accessories and giving illustrations.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

COCHRAN SPRING OILER

The Cochran Pipe Wrench Manufacturing Company, 7800 Woodlawn avenue, Chicago, Ill., are manufacturing the Cochran Spring Oiler. It is designed for the purpose of spreading the leaf of a spring and permitting oil to be inserted. It is claimed by the manufacturers that lubrication between the leaves of a spring gives the spring the greatest springiness, thereby absorbing shock better and cutting down breakage and wear and tear due to vibration. A groove along the side of the wedge-like article permits the oil to run to the spot desired. It is claimed for it that the method is simple, rapid and efficient.



Cochran Spring Oiler, designed to permit oil to be inserted between the leaves of springs.

QUICK-ACTING FOOT-LEVER VISE

Fisher & Norris, 37-45 Fair street, Trenton, N.J., are the manufacturers of a new device known as the "Fisher" Quick-Acting Foot-lever Vise. It has a combined pedal attachment which permits it to be operated exclusively by foot-power. It is claimed for it that the grip is very strong and operation easy. One of the advantages claimed for it is that it allows the free use of both hands for work that has to be clamped in position between the jaws. It is particularly useful where heavy work has to be lifted, inserted and tightened up in vise. A normal forward push with the left foot on the lever pedal transmits the motion to the front jaw for gripping, while a slight forward push with the right foot on right lever as far as it will go releases the work, leaving the front jaw on free travel.



"Fisher" Quick-acting Foot-lever Vise which permits mechanic to operate it himself when heavy work must be placed therein.



Illustration showing rawhide halter which it is claimed no horse can break.

RAWHIDE HALTER

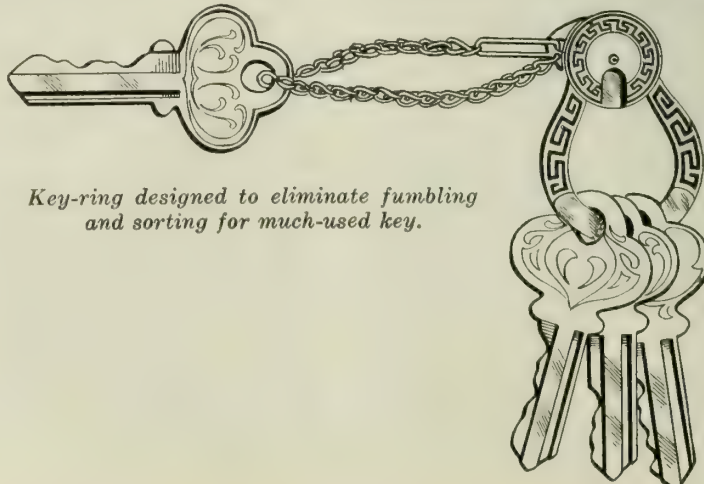
R. R. Kinread, of Winnipeg, Man., is placing on the market a new rawhide halter known as "Silbert's Plum Coulee Rawhide Halter." It is claimed by the manufacturers that every halter is made of genuine rawhide leather. They assert that no horse can break the halter. If it can be broken they will replace the article. The manufacturers also claim that it is the first rawhide halter to be made in Canada.



KEYREDIE KEY RING

The F. H. Noble & Co., 59th and Wallace streets, Chicago, are the manufacturers of a key ring known as the Key-redie. One of the features is the single key holder. On the one end are the less important keys. At the other end is the house key or office key—the one most used. The advantage claimed for this style of keyring, it is claimed, lies in the fact that all the trouble of finding the much used key is eliminated. There is no sorting or fumbling for the right one in the dark. The ease with which keys can be put on and taken off is another of the advantages claimed for this article. A key can be inserted in the ring by revolving the disc, one on each side, so that the slots therein are at the top and flush with the corresponding one on the opposite side.

It is claimed that the idea gives freedom from bunching. The tumbler lock arrangement eliminates the fault of allowing more than one key to come off at a time. It is asserted that it is impossible for the lock to come open voluntarily, thus causing the loss of keys.



Key-ring designed to eliminate fumbling and sorting for much-used key.

Co-operation for Credits and Cash

Speaker Claims Credit Business is Profitable if Credits Are Intelligently Handled—A New Channel of Distribution—Retailers Should Form Credit Bureau.

Concluding portion of report of Convention of Saskatchewan Retail Merchants' Association, made especially for the MacLean Trade Papers by G. D. Davis, editor of Hardware and Metal.

A LARGE number of members were present Tuesday evening to hear an address by H. O. Roberts on the different phases of business life. Mr. Roberts treated several subjects as follows:

The catalogue house people were in business to make money. They had unlimited capital. One firm in Chicago did \$120,000,000 worth of business last year, he was told. The speaker explained how their business was conducted. The catalogue house of this size had \$5,000,000 on hand every week of the customers' money with which to buy goods, owing to the length of time it took to transact business. The catalogue house did business with merchandise which has more than overhead expenses, and with cash customers. He sold goods in the towns with a reputation which satisfied him. They knew where to ship a carload of catalogues. They did not spend money recklessly advertising.

"When you go home watch your depot for at least thirty days and you will find goods on the platform for cash customers," continued the speaker. "Find the names to whom goods are being shipped."

The speaker said he had a little rule which worked out well in Minnesota. A town of 5,000 would have \$500,000 on their books. That rule had worked out in this state at any rate. It might be a fine thing if everyone did a cash business. But there were many people who preferred the credit business.

It had been figured out that 98 per cent. of the entire business of the United States was done on credit. Credit was the largest leak in retail business to-day, yet credit business was the greatest opportunity offered the retail business to-day. This seemed to be contradictory, but the speaker believed it to be true. There was necessity for a plan whereby he could intelligently extend credit, and to do this the merchant needed co-operation. In the States they had credit bureaus, and in many cases their usefulness was through when they were organized, and when they got the merchants' money. In the United States last year there were 22,000 failures, of which 21,000 were small retailers and small manufacturers, and the large percentage failed because of the way they extended credits.

The Jobber

Between the manufacturer and the consumer there was the jobber and the merchant. The merchant had been a little slow, but the jobber and the merchant

were waking up because of the catalogue house. But there was a new channel, and that was direct from manufacturer to merchant. The catalogue house had done more than anything else in helping the merchant in many ways. It had created in the mind of the consumer a number of things entirely new. The live merchant had found that out, and was trying to supply the demand.

The rules in baseball had been changed. The retail business also was an entirely different game to-day to what it was. The whole problem was that of knowing how to finance the game. There was a certain amount of money required to keep any concern going. A man who hadn't learned this should get out of the game. He was selling all his goods on account and buying all his goods on account. The farmer knew who was doing the reckless and careless business. He wouldn't sell you a horse or load of wood without getting something for it.

Credit Men

All jobbers had their credit departments and they got together and knew to whom to sell goods. If one man left the firm another man could be secured within 24 hours who knew the credit business from top to bottom. It was necessary for retail merchants to get together and organize a Credit Bureau.

Retail merchants were doing more to make dead beats than anyone else. The Credit Bureau was one way of helping a man out of difficulty. But a Credit

Bureau was not a dead beat list. Minnesota retailers had on their books \$50,000,000, he believed. No one else would be so generous as the retailer. The man who did not discount his goods was the man who was falling behind to-day. Through the Credit Bureau each merchant helped the other to collect his accounts.

Paid Up Business

One Bureau reported that 40 per cent. of the business had been paid up, some of them running away back to 1910. He advocated a Provincial Bureau for Saskatchewan, accounts to be checked up frequently. It would discover good customers, many of whom were better able to carry an account than the merchant. It would find the customer who was running up too many accounts. He would advocate merchants getting together and checking up the list every couple of weeks.

If retailers would only get together and talk over affairs, it would result in better business. The purpose of the Bureau was to secure credits when they were due. The speaker did not understand how a merchant with \$5,000 capital could extend credit to a farmer for a year.

A Credit Bureau was only the beginning of co-operation. As a rule it was money well spent. It generally developed into a sort of a public interest league, and into co-operation along other lines, advertising, delivery, and so on. It would be possible to co-operate in warehouse space, with one general warehouse for a small town. It was good to get together in a "Paint-up and clean-up week." In some towns they had a pay-up week. In fact, there was no end of what could be done through co-operation. The bureau system helped the customer as well as the merchants.

Towns Like Tug-of-War

Spirit of Co-operation Needed in Small as Well as Large Towns—Customer Makes the Retail Price To-day.

"THE same spirit of co-operation that exists in all successful city movements is necessary among the residents of the smaller towns and villages if they wish to prosper." Such was the statement of H. O. Roberts, secretary, Minnesota Retail Hardware Association, in an address on "Community Interests," at the Wednesday evening session.

We were coming to believe, said the speaker, that there was a whole lot in the idea of the brotherhood of man. As a selfish motive alone everybody ought to work for everybody. The community movement was spreading, and we had such campaigns as the buy-at-home movement, and this was spreading everywhere. Competition was a disease; it was smallpox. What we wanted to-

day was not so much competition as co-operation.

Many towns, the speaker said, were like a tug-of-war contest at some picnics he had been at, but if the men all pulled together they could accomplish something. If some plan could be formed to stop that tug-of-war a great step toward co-operation would have been taken.

Competition had resulted in enmity between merchants. Hardware, for instance, did not like hardwaremen quite as well as they did grocery men, for instance, simply because they were engaged in the same line of business.

In the community there was not a fighter but the merchant. All the doctors pulled together, the mechanics pulled well together all but the mer-

chants. The retail merchant had a lot of lessons to learn. He had to get a lot of experience that would come by the way of experience. Between the merchant and the farmer, the latter he sometimes thought was the best business man of the two. If the farmer couldn't make any money in one line he quit that line. The merchant, on the other hand, loaded up on a lot of stock for which there was little sale. Some men, for instance, loaded up with a carload of nails in order to get a better price and then spent all their time getting rid of the stock.

Can't Make Retail Price

The day had gone by when the retailer could make his own price. The consumer and the city and competition were factors in making the price these days. This was a lesson the retailers had to learn.

In every community, continued the speaker, there were leaders. The merchant used to be the leader and would be a leader yet if it were not for the fact that he had lost to a certain extent the place in the community he once held. The merchant should continue to be a leader, for the merchant had more to do with the upbuilding and prosperity of the community than anyone else. There were very many things to do in every community, and the speaker urged every delegate when he got home to get his coat off and get to work in the interests of the community generally.

Mr. Roberts told a little fable about a farmer who went into a new community and he found the merchants all knocking each other. He found a book at his home saying just such things as the merchants had said about their fellow-merchants. So he decided to buy his goods through this book. Merchants should never knock each other, was the moral.

God made men, but men made the towns, and the welfare of each town rested with the men living there. In the professions everyone was a specialist. There was the dentist, the surgeon, the nerve specialist, etc. He would like to see the dry goods man take the hardware specialties out of his window, and the implement man should specialize in his line of business. If a man came in to buy a suit of clothes, there was more to say about that suit of clothes than the mere price. The price should be left just as incidental as possible.



DANGER OF MOTHS IN BRUSHES

A hardware dealer in Toronto has recently pointed out the advisability of merchants looking out for moths in their brush stocks. The best way to protect against them is to put moth balls, naphthaline or tarred paper cut in strips in boxes in which brushes are kept.

Need to Educate Customers to Cash System

A. E. Nichols, of Fergus, Ont., in Letter to Hardware and Metal, Points Out Need For Preliminary Education of Customer Along Cash Lines Before Adopting the System

"PREVIOUS to taking such a step a certain amount of educational talk with your customers is necessary," stated A. E. Nichols, of Fergus, Ont., in a letter which he wrote to Hardware and Metal in reference to the interview with him which appeared in this paper on April 22 under the caption "Change to Cash System Satisfactory."

"I am convinced of the solid argument why such a system could not be adopted by every hardwareman. But after a certain amount of educational work has been accomplished through talking, a strong appeal can be made to the public through a carefully worded letter and a strong appeal through the local paper to put in the finishing touches. This being done, the hardwareman who contemplates adopting the system has little to fear." In a letter which Mr. Nichols addressed to his customers at the inception of the system he said:

"Changing a Credit into a Cash Business"

"We take pleasure in announcing to our friends and the public generally that on and after January 1st, 1916, we propose to conduct our business both buying and selling on the CASH PLAN.

"A long experience in the Hardware Business has convinced me that the system of selling on credit, to be paid for when convenient, is a most vicious one. The increased expenses of doing a Credit Business on account of salaries, bookkeeping, etc., together with the amount of inevitable losses every year, because of bad debts which will occur, notwithstanding the most careful discrimination and the loss of interest from having a large amount of capital 'tied up' in book accounts, all render necessary a larger margin of profit which has to be considered as business expenses and paid for by the cash buyers.

"Besides this, (which is a most regrettable feature), the bad feeling constantly occurring because credit is given to one customer and refused another, and the disagreeable necessity of being obliged to 'dun' customers for past due accounts, confirm us in our determination in the future to sell for CASH.

"In these times of close competition, cash buyers expect, and are entitled to the very lowest prices and should not be required to pay the losses incident to a Credit business. In the future it shall be my aim by giving the most care-

ful personal attention to every detail of our business, to satisfy the demands of close cash buyers, and to carry a still better assortment of carefully selected lines than ever before. Endeavoring in all things to further the interest of our patrons by giving them all the advantage of a cash system. I may mention that this change has been carefully considered for some time, and more particularly since the war broke out. It is a noticeable fact, that jobbers and manufacturers in our line are pressing strenuously through the banks for their money, and occasionally, as I have observed, before the goods arrive. If we are compelled to abide by this, (and no way can I see out of it), how can a long credit business be conducted along these lines, and expect to meet our obligations without extra hard work and an exceeding amount of worry? Now, it is the worry I wish to banish, and banish it I must. By accomplishing this, I do expect to add a few years to my life.

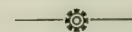
I may further mention that it is reasonable and just to open monthly accounts with the hospital, schools, churches, contractors and manufacturers. At the end of each month the account will be rendered and payable when rendered.

"Hoping to merit a continuance of the patronage which we have received and appreciated in the past.

Yours truly,

"A. E. Nichols.

"My customers have so kindly taken to the cash system that I have resolved never to go back to the old worn out, dangerous, good for nothing credit system," said Mr. Nichols in concluding his comments as to the way the cash system is working out.



B.C. MAY GET HALF HOLIDAY

Premier Bowser, of British Columbia, announced on May 11 that legislation would be introduced in the provincial legislature to provide for a weekly half-holiday for retail clerks. The Premier called a conference of representatives of employers and employees for the purpose of trying to reach an agreement on the question. Six representatives from the employers and six from the employees will meet the Premier and formulate the details of the legislation. If the provincial law goes into effect it will affect hardware stores as well as every other class of store.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

The volume of trade continues good and the warmer weather has stimulated business. It will also dry up the country roads, thus helping the retail trade in the rural districts. The demand for spring and summer lines is brisk and goods are moving out in good volume. A shortage in some lines of hardware is reported from all parts of the country and indications point to conditions becoming considerably worse. Although at present a comparatively few items are affected, there is no doubt that there will develop a shortage in practically all lines of hardware. There is no relief in sight as the situation as regards raw materials is getting worse rather than better. Manufacturers are unable to get raw materials in sufficient quantities which restricts production and delays deliveries of goods to jobbers. Shortage of labor is also materially affecting the situation and causing manufacturers considerable inconvenience. Market is steadier and fewer price changes have to be noted this week. There is, however, no evidence of weakness in the market and it is possible that the present high level of prices will be maintained, even if the upward movement stops. It is quite likely that there will be further advances in some lines, particularly those composed of iron or steel, as the steel market is very active and demand is as insistent as ever. The most important advance this week is in wares, including copper ware, galvanized, pieced and stamped ware, also milk cans. A further advance in Remington-U.M.C. .22 rim fire cartridges has been announced, while other lines affected include fibre and bristle brushes, black screen cloth, wash boards, stove boards, heavy tee and strap hinges, boiler plate. Business conditions are reported as being favorable in Winnipeg, but a shortage of some hardware lines is causing considerable anxiety. Fewer advances are reported and include horse clippers, express wagons, tents, bamboo poles. A cartage strike in Winnipeg is delaying deliveries. In the ingot metal markets, copper continues firm and in good demand, other metals being quiet. In the paint market linseed oil and turpentine have developed further weakness and have declined, otherwise prices are firm and unchanged. Collections continue to show an improvement.

MONTREAL

MONTREAL, Que., May 25.—The volume of business does not appear to be quite so heavy although still very satisfactory for this season of the year and considering conditions. Orders are largely confined to general sorting of staples from country districts and the number continues large although the bulk is not quite so great. In the city wet and cool weather seems to have dampened the buying spirit. Seasonable goods, particularly the more staple lines are moving well to outside districts. Shipments on spring deliveries continue heavy, sorting orders having continued unusually active after opening of navigation and rush being aggravated by strike of teamsters. However, wholesalers report they have recently been catching up and are now in very fair shape.

Price changes are in narrower range

than for many weeks during the great upward sweep of advances. There are still many readjustments to higher levels and these must be expected to continue, but the big movement seems to have largely worn out. There is a feeling that the market is riding near its top and that, although abnormal conditions prevailing may continue indefinitely, they will eventually be removed and with that removal there will be a natural readjustment.

On the point of supplies difficulties appear to be increasing rather than otherwise and shortage of manufactures of sheet steel, brass and aluminum is acute. There is no improvement as regards manufactured iron and steel. Plates are being ordered into second quarter of 1917 and 54 weeks delivery is being asked on boiler tubes. Tin plates supplies are practically exhausted and there is marked shortage of large tin sheets.

Supplies of heavy black sheets are secured with difficulty. Shortage of raw material promises to create a shortage of certain sizes of pipe and this may interfere with fall deliveries.

An important adjustment of prices this week covers advances on enamel, tin, galvanized, copper and other wares and is extensive in its application. Increases are also noted in certain black sheets, loaded shot shells, blue rock pigeons, tool, cast steel, hoop steel, valves, pumps and tinned wire. An advance of 50 cents per dozen is predicted on shovels. Reductions on tin and copper have gone into effect and there is a general weakness throughout metal markets.

TORONTO

TORONTO, Ont., May 25.—The situation in the hardware market is becoming more difficult to analyse, as each week passes, on account of the abnormal conditions prevailing. With the outlook so uncertain as to prices and supplies, it is more than ever necessary to proceed cautiously when re-stocking. There is already a shortage in some lines of hardware and others will be affected in due course. Retailers should thus cover for their requirements while the goods can be purchased. At the same time prices are too high to lay in heavy stocks especially with the possibility of a weakness in the market developing sooner or later. It therefore requires considerable foresight to enable the situation to be met without depleting stocks too much or incurring losses later. The best arrangement for the retailer appears to be to carry well assorted stocks and mark up prices in line with the market, thus adopting a profit-taking policy. Avoid carrying heavy high priced stocks which will depreciate when the market falls. Owing to the unsettled conditions in the market it is difficult to offer any suggestion as to whether prices have reached the top or not. Some indications rather point to this, on the other hand there is still an upward tendency in some lines which does not support this theory. There is no doubt, however, that the upward movement of prices is less pronounced than it was, particularly with regard to staples, but whether this is only a temporary respite or not remains to be seen. An important factor to be considered in relation to prices is the increasing difficulties which manufacturers have to contend with in obtaining sufficient supplies of raw material to meet their requirements and high cost of same. The shortage of labor is also becoming a serious

Price Changes.—As already intimated price changes are of not quite so frequent occurrence as was the case a few weeks ago, but at the same time there is no sign of weakness in the market. Prices are subject to change without notice on practically all lines, which is an indication of prevailing conditions. An important change this week is an advance in all lines of ware including copper ware, japanned, enameled, galvanized, pieced tinware, stamped ware, tinnners trimmings and milk cans. The advance was fully anticipated as raw materials have advanced considerably since the last change about the first of the year. Other advances include boiler plate, wire nails, black screen cloth, stove boards, wash boards heavy tee and strap hinges. Higher prices have been announced on Remington—U.M.C. 22 rim fire metallic cartridges

Iron and Steel Situation.—The situation in the iron and steel market continues favorable. Quotations are steady but have still an upward tendency for some steel products, although few price changes have been made during the week. The export demand is an insistent as ever and is keeping the market in a buoyant condition. The domestic demand is improving but is somewhat restricted owing to the delay in getting steel, deliveries being more backward than ever. The wrought iron pipe market is strong and prices firmly held with prospects of an advance in the near future, skelp being scarce and high in price. Boiler tubes are firm and deliveries are now running into the last quarter. Makers of shafting are practically sold up for the remainder of the year, and prices are very firm but unchanged. Boiler plates have advanced 25c per 100 lbs., the market being very firm. Steel and iron bars are firm and unchanged at \$3 per 100 lbs.

Pig Iron.—The market continues firm and the situation generally unchanged. The consumption of steel making pig iron is as heavy as ever while foundry grades are in better demand. Quotations are firm and unchanged.

Old Materials.—The market is steady with a fair demand for scrap copper and heavy melting steel at unchanged prices. Both lead and zinc are weaker but quotations are the same as last week.

Metal Markets.—There has been no development of any particular importance in the metal markets since the last report, outside of a brisk demand for copper and continued strength in that market. The general tendency has been quiet and with the single exception of antimony, which is lower, quotations are unchanged this week.

Copper Firm.—The market is quiet but the general situation has undergone no change and continues strong. There is reported to be a great shortage of copper in Europe which should result in heavy buying in the near future. Quotations are unchanged and nominal at 32c per pound.

Tin.—The market is steady and dull with quotations unchanged. The prob-

lem of getting licenses to ship tin from England is still an important factor in the situation but it is believed that permits will be granted with greater freedom in the future. Tin locally is nominal and unchanged at 54c per pound.

Spelter.—The market is dull and easy. Producers are said to have sufficient business booked to keep them busy for another month but their unfilled orders are steadily decreasing. Consumers are keeping out of the market although there is considerable buying in prospect.

Lead.—The London market is weaker and New York dull and easy. The "Trust" price is unchanged at 7.50c New York. Some large business is reported to be pending which will stiffen the market. Local quotations unchanged at 9½c per pound.

Antimony.—Antimony is weak and consumers are apparently showing no interest in the market. Antimony is unchanged and is quoted at 43c per pound.

Solder.—There is a fair demand locally for solders but prices have a lower tendency. Prevailing prices for solder are given in the current market quotations.

Boiler Plates Advance.—A further advance has been made in boiler and tank plates, quotations being now 25c per 100 lbs. higher. The heavy demand for plates continues and the scarcity is a marked feature of the finished steel market. Boiler plates ¼ in. and heavier are now quoted at \$4.25; heads \$4.50 and tank plates 3-16 in., \$4.75 per 100 lbs.

Black and Galvanized Sheets.—The sheet market continues strong and prices will possibly advance. Inquiries for many weeks have embraced tonnage far beyond the capacity of the mills. The demand for blue annealed sheets is particularly heavy while deliveries in black sheets are very backward. The galvanized sheet market is unchanged and little hope is entertained by most makers for an early improvement.

Metallic Cartridges Higher.—An advance has been made in Remington—U. M. C. 22 calibre rim fire cartridges and the following discounts are now in effect; 22 short lesmok and long lesmok, 30 and 5 per cent., 22 long smokeless 30 and 5 per cent. 22 short smokeless 40 and 5 per cent. 22 long rifle lesmok and long rifle smokeless 20 per cent. BB caps \$2.40 per M net, and C B. caps \$2.95 per M net.

General Advance in Wares.—Higher prices on wares predicted in these columns last week are now in effect. Manufacturers have been for some time paying high prices for their raw materials with the result that they have been forced to revise discounts on wares, representing an advance ranging from 10 per cent. to 15 per cent. All wares are affected details of each being given below.

Copper Wares Advance.—The new discount on copper boilers and kettles is 10 per cent. as against 15 per cent. before. Copper tea and coffee pots have also advanced an equivalent amount and

are now quoted at 10 per cent. Copper boiler and tea kettle pitted instead of being net are now list plus 10 per cent.

Enameled Ware Higher.—All lines of enameled ware have advanced about 15 per cent. The new discount on white ware is 66 2-3, the old discount being 70 per cent. Colored was 60 per cent. and is now 50 and 12½ per cent. Premier which was 40 and 10 per cent. has had the 10 per cent. taken off. Star decorated steel ware is now 20 and 10 and hollow ware 30 per cent.

Galvanized Ware Advance.—Dufferin and English pattern galvanized pails were 10 per cent and are now net list with galvanized wash tubs also net list.

Pieced Tin Ware Also.—The discount has been lowered from 25 per cent. to 17½ per cent. The same discount is in effect for flaring pails.

Stamped Ware Up.—The new discount or plain stamped ware is 66 2-3 per cent. whereas the former discount was 70 per cent. Retinned ware is now 60 and 10 per cent. and tinnners trimmings 66 2-3 per cent.

Tinnners Trimming Also.—The old discount of 40 per cent. on tinnners trimmings has been changed to 27½ per cent. Plain and retinned are 66 2-3 per cent and 60 and 10 per cent respectively.

Milk Cans Advance.—All lines of milk and cream cans have been affected, the new discounts being as follows. Factory milk cans 15 per cent instead of 25 per cent. Cream cans 20 per cent., Railway milk cans 20 and 5 per cent., hand delivery and creamery cans 17½ per cent., were formerly 25 per cent. Milk can trimmings which were net are now list plus 10 per cent.

Tee and Strap Hinges Up.—The advance in heavy tee and strap hinges announced last week is now in effect, the new discount having been fixed at 22½ per cent.

Wire Cloth, New Price.—An advance has been made in black wire cloth, the new price being \$2.25 per 100 ft., in 100 ft. rolls with 25c extra for 50 ft. rolls.

Wire Nails Advance.—Some makers of wire nails have made an advance of 5c per keg, bringing the new price up to \$3.70 per keg base. Although the advance is not general it reflects conditions in the market and was not unexpected. Wire nails have been very firm in the States since May 1, when the last advance went into effect and it is the opinion in some quarters that a further advance may be made around July 1.

Wash Boards Higher.—Makers of wash boards have raised their prices on the tin plate line of wash boards, the zinc line being unchanged. The advance is equal to 10 per cent. making the new prices as follows: "Improved Globe" \$2.65; "Standard Globe" \$2.75; "Neptune" \$2.75; "Original Globe" \$3.00 per dozen. The "Western King", enamel wash board is higher at \$4.25 per dozen and the "Beaver" brass washboard has been restored to the market at \$6. per dozen.

Stove Boards Up.—An advance of

about 15 per cent. has been made in stove boards, the new discounts being for wood lined 50 and 10 per cent., and paper lined 60 per cent.

Brush Situation Acute.—The brush market has been badly affected by the war and the situation is getting worse. A number of English dealers recently bought up practically all the visible supply of bristle in the United States which resulted in a serious shortage of supplies and an advance in prices, thus affecting the Canadian market. There is very little bristle produced in North America so practically all supplies have to be imported which is a difficult proposition now owing to the shortage of tonnage. Some sources of supply of bristle are now cut off owing to the war which considerably decreases available supplies. All brushes have advanced recently ranging from 5 to 25 per cent. since last fall. The highest advance covers both high grade bristle and rice root fibre brushes. Practically all fibres have advanced from 5 to 10 per cent. and supplies are very scarce. Weighted brushes have advanced 5 per cent. and are now being quoted as follows, weighted 15 lbs., \$16.13; 20 lbs., \$18.50 and 25 lbs.; \$22.32 per dozen.

LONDON

LONDON, Ont., May 23.—There have been many advances on hardware lines during the past week, for the most part on steel goods. Business throughout the district continues good, the merchants doing business in spite of the inclement weather that has prevailed during the present spring. Spring and summer lines are all in good demand. Collections are reported as good by merchants in general. A shortage in some lines is beginning to be felt, which will no doubt continue from this time on until the war is concluded.

Linseed Oil and Turpentine Firm.—The market for linseed oil and turpentine remains firm at last week's quotations. White lead in oil also remains at former quotations.

Putty Increases.—An increase of 15c per 100 lbs. is being quoted for putty. Standard is selling in bladders at \$3.40 per 100 lbs.; in 100-lb. drums at \$3; in 25-lb. drums at \$3.10 per 100 lbs. Pure putty is being quoted at \$3.70 in 100-lb. drums and at \$3.80 per 100 lbs. in 25-lb. drums.

Poultry Netting.—Poultry netting in 1-inch and 2-inch mesh is being quoted at 25 per cent. off list price.

Screen Wire.—Painted screen wire is being quoted in 100-ft. rolls at \$2.25 per 100 sq. ft.; in 50-ft. rolls at \$2.30 per 100 sq. ft.

Dry Paints Higher.—Dry green paints are being quoted at prices from 50 per cent. to 100 per cent. higher. Whiting is selling at \$1.25 per 100 lbs.

Barn Hardware.—Richard Wilcox barn door hangers, No. 321, are being sold at \$14.50 per doz. Trolley tracks, No. 31, by the same manufacturers, are selling at 12c per foot; while brackets

for trolley tracks are being quoted at \$1.20 per doz.

Malleable Fittings.—The market in malleable fittings is firm. Classes B and C are being quoted at 20 per cent. off list. Class A is selling net list. Bushings are quoted at 60 per cent. off list price; unions at 60 per cent. off list price; nipples at 72½ per cent. off list; plugs at 60 per cent. off list, and iron stop cocks at 52½ per cent. off list.

Wheelbarrows.—Heavy farm and garden barrows are quoted at \$3.75 each. Light garden barrows are quoted at \$2.50 each.

New Price on Cartridges.—Winchester cartridges are being quoted according to a new list price. B.B. caps, round ball, are selling at \$2.55 per M; BB caps, concave ball, are selling at \$3.25 per M. Black and Lesmok powders cartridges, 22 S.R.F., are quoted at 27 per cent. off list; 22 S. hollow point are quoted at 27 per cent.; 22 long R.F. are quoted at 27 per cent. off list, as also are 22 long hollow point at 27 per cent.

22 long rifle are selling at 15 per cent. off list, and 22 long rifle hollow point are selling at 15 per cent. off list.

In smokeless powder cartridges, 22 S.R.F. and 22 S. hollow point are quoted at 37½ per cent. off list; 22 L.R.F. and 22 L. hollow point at 27 per cent. off list; 22 L. rifle and 22 L. rifle hollow point at 15 per cent. off list.

All other rim fire cartridges are being quoted at 15 per cent. off list price.

Centre fire pistol size cartridges are being sold at 27½ per cent. additional to list price.

Centre fire military and sporting cartridges are being sold at 40 per cent. in advance of list prices. Primed shells and bullets are quoted at 32½ per cent. advance over list quotations.

Bit Braces Up.—Stanley & Peck, Stow & Wilcox bit braces are being quoted at an advance from 5 per cent. to 20 per cent. Stanley vises are also sold at an advance of 20 per cent.

New List for Tee Hinges.—A new list for heavy tee hinges has been issued by the trade, and the new prices being quoted provide for a discount of 22½ per cent. from list prices. The list prices are:

	Tee	Strap
4-inch	\$1.60.....	\$1.90
5-inch	2.00.....	2.30
6-inch	2.25.....	2.50
8-inch	2.55.....	3.40
10-inch	4.60.....	6.00
12-inch	7.25.....	7.45
14-inch	7.40.....	8.50

The new net prices figured at 22½ per cent. give the following prices:

	Tee	Strap
4-inch	\$1.24.....	\$1.48
5-inch	1.55.....	1.79
6-inch	1.75.....	1.94
8-inch	1.98.....	2.64
10-inch	3.57.....	4.65
12-inch	5.63.....	5.78
14-inch	5.74.....	6.59

New Prices on Tinware.—New discount sheets have been issued on all tinware, graniteware, etc. Quotations for these will be the same as Toronto prices.

WINNIPEG

WINNIPEG, Man., May 25.—The shortage in some lines of hardware, and the possibility of the situation becoming more acute during the year, is occupying the attention of the trade perhaps more than any other matter. Reference has already been made in these columns to the advance in price and scarcity of "Kraft" wrapping paper, and there is every prospect of a shortage in paper of all kinds, with higher prices. Building papers, which advanced some weeks ago, have still an upward tendency, and a shortage is anticipated. There is no question of doubt that in another six months' time the shortage of raw material will affect a very wide range of merchandise. There is no method by which conditions can be improved as long as the war lasts, and we will have to make the best of existing conditions.

Jobbers report that business for the month has been very good, and retailers are showing a tendency to place very good-sized orders for woven fencing. The early part of the month was rather unfavorable for seeding, and this has kept the farmers from thinking very much about this line. However, the latest reports from Saskatchewan indicate that practically all wheat is sown, and oats and barley will be pretty well cleaned up by the end of this week.

Woven fencing is almost sure to take a further advance in price, from reports which we have gathered, and it would seem to be good policy for merchants to send in their specifications at once. This is a line also which is almost sure to be reported "short" before many months, and a good-sized stock order now would undoubtedly carry some of the merchants safely through the year.

The changes in prices to be noted this week are very few, which should prove a relief to retailers. It was possible to note a late change in the price of linseed oil and turpentine last week, the price on the oil having declined 5c per gallon and turpentine also declined 3c per gallon.

A new price has been issued on horse clippers, the price on the "Newmarket" to-day being \$1.50, which is a slight advance. Other lines of hand clippers have advanced in proportion.

Among the lines of sporting goods which have advanced are express wagons, tents and bamboo poles; the advance in the tents being 7½ per cent., on bamboo poles about 5 per cent. The new price on express wagons is about 10 per cent. higher. A memorandum of the two latter lines is given herewith:

Bamboo Poles (per 100)—14 ft., \$5; 16 ft., \$6.25; 18 ft., \$8; 20 ft., \$10. \$1 advance in less than full bundles.

Express Wagons (per doz.)—No. 02, \$15; No. 0, \$18; No. 1, \$21; No. 2, \$24; No. 3, \$27.

Saunders pipe cutters, No. 1, \$1.50 each; No. 2, \$2.25 each.

Banner lamp burners, A, 75c doz.; B, 90c doz.

Whitecomb barn door latches, \$4 doz.

Auger bits, Irwin's, 35 per cent. discount.

WEEKLY PAINT DEPARTMENT

Gasoline Is Still An Enigma

Manager of One Large Oil Company Thinks Top Price Has Been Reached — Two Other Oil Men Look For Price to Remain Steady and Possibly Advance — Great Activity in Developing New Wells — Canadian Gasoline Comparatively Cheaper Than in New York

"I do not anticipate any higher prices for gasoline. It looks as though the present prices for gasoline were about as high as they dare go. It is possible there may be a slight decline of three or four cents a gallon before the season is over. With the increased price for crude oil a great deal of development work is taking place in the Oklahoma and Kansas fields. A year ago crude petroleum was selling at 40 cents per barrel. To-day it is quoted at \$1.50 per barrel. I think the higher prices prevailing will bring about greater production. I would not be surprised to see the production fully up to the needs."—F. H. Littlefield, general manager Canadian Oil Company.

Oil men when approached on the subject of the possible future of gasoline would not make any positive assertions with respect to the future of gasoline. From interviews secured by Hardware and Metal with men who are in a position to judge the market it would seem they are of the opinion that the market is likely to remain firm at present prices, or even advance somewhat. One general manager of an oil company was of the opinion that the market had about reached its highest level and that with the bringing in of new wells a decrease might even be looked for.

Production of Gasoline

The United States is the only considerable source of supply of gasoline at the present time. The oil fields around Petrolea, Ontario, still produce some crude oil, but this is practically a negligible quantity in comparison with the volume required. The total production of gasoline in the United States during the year 1915 was 22,500,000 barrels. The total sales were 27,500,000 barrels, of which 6,500,000 barrels were exported. Part of these exports came to Canada. There was, therefore, 21,000,000

barrels consumed in the United States last year.

The Federal Trade Commission of the United States Government, in its investigation into the gasoline situation, found that the decline in possible production is 20 per cent. and that the stock of gasoline on hand had been reduced by

"With the restricted source of supply due to the shutting off of the Russian, Galician, Sumatran and the European fields in general, there does not seem to be much hope of a decrease in the price of gasoline until after the war. There is a greatly increased demand at home and the sources of supply on this continent are decreasing. A conservative estimate appears to be that there will be 500,000 more automobiles using gasoline this year in North America than last year. It does not seem probable that there will be very much of a decrease until after the present times of increased demands have passed. Of course, improvement in methods of refining may tend to bring prices down if these can be adapted in time. Oil companies are watching experiments which are now being carried on with a view to making improvements on their present methods of refining. Even though new systems may be adopted the increased demand may still tend to keep the price at a high level. One of the possible solutions which has been advanced to help bring the price of gasoline to a lower level is the utilization of a larger percentage of kerosene. If a mixture can be devised that will be found workable and that will be able to utilize the kerosene the price of high-grade fuel oil will be greatly cheapened. If the kerosene oil can be utilized it would add fully fifty per cent. to supply of fuel oils. Such mixtures are already being used in motor boats on the east coast and in the large traction engines in the West."—S. R. Parsons, president of the British American Oil Company.

"There does not seem to be much possibility of the present price of gasoline going downward in the near future. With the great increase in the number of automobiles in use this year there would seem to be every indication that the price of gasoline will remain around the present figure for some time. If there is a movement in price it will probably be upward rather than downward. The gasoline consumption of Canada last year was approximately 60,000,000 gallons, or about 1,428,571 barrels. With the increase in the number of automobiles the consumption this year should considerably exceed these figures."—J. F. Shatford, general manager of the Queen City Division of the Imperial Oil Company

27½ per cent., leaving less than 30 days supply in reserve on January 1, 1916. Against this it is estimated that the consumption will be increased at least 10,000,000 barrels, making the total requirements for 1916 approximately 30,000,000 barrels

This increased consumption is based on the fact that on January 1, 1916, there were approximately 2,000,000 automobiles in use on this continent. Conservative estimates indicate there will be 3,000,000 motor cars in use by the end of the present year. Conservative estimates also show that over 500,000 motor-boats and stationary engines use gasoline. Van H. Manning, director of the United States Bureau of Mines, predicts that gasoline will go to still higher prices. The report of the Federal Trade Commission also showed that during the year 1915 the Standard Oil Company's price for gasoline was four per cent. below the prices charged by forty-seven other refiners.

Canadian Prices Comparatively Low

Canadian oil men point out that gasoline is selling comparatively lower in price in Canada than it is in the United

Jamieson's Pure Prepared Paints

and
varnishes

for they have never failed to meet the desires of the most particular people. Mail us a card requesting full particulars of our proposition.

R. C. Jamieson & Co., Limited

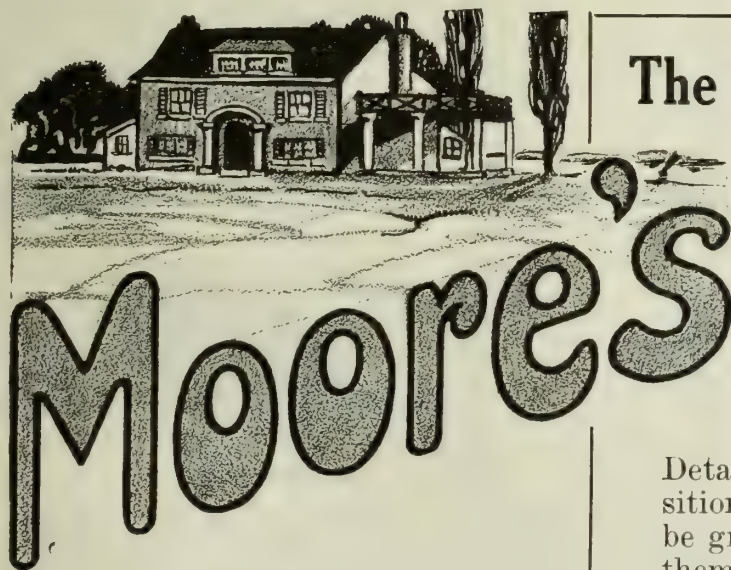
Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED

Effecting a substantial increase in paint sales is practically impossible if the line you sell doesn't show good results to the consumer.

You can rest assured that you have a value that will make good if you sell



**House
Colors**

The Most for your Money

While Moore's House Colors are comparatively low in price, their quality is equal to that of any good paint. The Moore value has produced most satisfactory results for our dealer agents.

If you are after a real live seller you will find it in the Moore Line.

Details of our attractive agency proposition are yours for the asking. It will be greatly to your interest to send for them now.

MADE IN TORONTO, CANADA

BENJAMIN MOORE & CO., LTD.

WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

States. Gasoline has been selling in New York around 27 and 28 cents per gallon for some time past. In Toronto it has been selling for 31 and 32 cents. Some of the oil men point out that the American gallon is wine measure and therefore one-fifth of a gallon less in quantity than the Imperial gallon which is used in Canada. Gasoline that sells for 25 cents wholesale in New York would therefore make the Canadian gallon worth 30 cents.

In addition there is a duty of approximately two cents a gallon in the payment of the $7\frac{1}{2}$ per cent. war tax, with another cent to a cent and a half for freight charges per gallon the price in Canada should be approximately 34 cents at the wholesale price. Garage men who handle gasoline get on the average of 2 to 3 cents for handling the commodity. It is pointed out that garage men through evaporation, leakage and handling charges make very little profit at two to three cents a gallon.

Follow Crude Oil Prices

Garage men point out that crude oil prices are generally a fairly accurate index of the movement of the wholesale price of gasoline. Garage men in the United States are looking for an increase in the price of gasoline in the near future. The three great oil-producing fields of the United States are mid-continent, which comprise Oklahoma and Kansas; the Illinois field and the Pennsylvania field. In February 1915, the production of crude oil in the mid-continent field was 6,157,962 barrels. For the same month this year the yield was 7,593,763 barrels. In the Pennsylvania and Illinois fields a decrease has been shown in the amount of crude oil produced for the month of February, 1915, as compared with February of this year. In Illinois the production in February of last year was 1,237,092 barrels and in the same month of this year it was 986,000 barrels. In the Pennsylvania field in February 1915, the crude oil produced was 1,836,585 barrels and in the same month this year it was 1,647,611 barrels.

Drilling Many New Wells

Crude oil at the wells has been selling in the neighborhood of \$1.55 per barrel. A year ago crude was selling for 40 cents a barrel. As a result the high price now being paid has given a great impulse to new explorations in the hope of bringing in new wells. In the Kansas-Oklahoma fields alone there are no less than 1,700 wells being sunk. This broke the previous record for the number of wells under way established in May 1913. The Kansas-Oklahoma fields have been producing in the neighborhood of 315,000 barrels of crude oil per day. With the approach of better weather advices from these oil-producing sections state that the coming summer months will undoubtedly see the

greatest number of new wells ever drilled in the mid-continent field.

Expecting Increase in Price

It is a significant fact that while gasoline has remained at the present figure for two months past that garage men in the United States quite generally are expecting to see an increase in the price in the near future. What affects the prices in the United States also applies to Canada. On the other hand there is the opinion expressed by oil men that the price has reached its limit and may possibly decline a trifle rather than advance. The authority for this expression of opinion bases his belief on the fact of increased activity in bringing in new wells. It is thought that with the increased price for crude oil the supply will keep pace with the demand.

Gasoline Consumption in Canada

The amount of gasoline consumed in Canada last year was approximately 60,000,000 gallons, or about 1,428,571 barrels. With the increased number of automobiles in use it is expected the amount which will be used this year will considerably exceed these figures. Almost the entire quantity of gasoline consumed in Canada comes from the United States. The oil fields at Petrolea have been producing for a number of years past, but the amount put into the market by these fields at the present time is practically a negligible quantity.

Petroleum Production of the World

The increasing demand for petroleum and its products both in the United States and the world at large lends interest to a compilation by the Foreign Trade Department of the National City Bank of New York showing world production of petroleum and the share thereof by the United States from the earliest date of that industry down to the present time. This compilation shows that the United States produced in 1915, 66-3/10 per cent. of the world's output of crude petroleum against 64 per cent. in 1910; 43 per cent. in 1900; 60 per cent. in 1890 and 88 per cent. in 1880. The world production of petroleum in 1915 is stated at 440 million barrels of 42 gallons each against 328 million barrels in 1910; 149 millions in 1900; 77 millions in 1890; 30 millions in 1880; 6 millions in 1870; and about a half million barrels in 1860.

Of this world production, that of the United States was in 1915 292,000,000 barrels against 210 millions in 1910; 64 millions in 1900; 46 millions in 1890; 26 millions in 1880; 5 millions in 1870; and a half million in 1860, when we produced practically all the petroleum output of the world.

Of this world production, that of the

United States was in 1915 292,000,000 barrels against 210,000,000 in 1910; 64,000,000 in 1900; 46,000,000 in 1890; 26,000,000 in 1880; 5,000,000 in 1870; and a half million in 1860, when we produced practically all the petroleum output of the world.

The total production of petroleum in the United States in 1915 was larger than in any earlier year, exceeding that of 1914 by 26,000,000 barrels. The world production in 1915 was also larger than in any earlier year, exceeding that of 1914 by 39,000,000 barrels.

Russian Production

The United States has been the world's largest producer of petroleum continuously since the development of petroleum production, except in the period 1898-1901 in which period Russian production slightly exceeded that of the United States, the product of the United States in 1898 being 55,000,000 barrels, Russia 62,000,000; in 1899 United States 57,000,000, Russia 66,000,000; in 1900, United States 64,000,000, Russia 76,000,000; and in 1901 United States 69,000,000, Russia 85,000,000. Beginning with 1902, however, the product of the United States exceeded that of Russia by 8,000,000 barrels, and the excess of production over that of Russia, who is the chief competitor in the world's oil field, has rapidly increased so that in 1914 the output was nearly four times as much as that of Russia, the 1914 figures of production being for the United States, 266,000,000 barrels against 67,000,000 production by Russia. Russia's largest production in any year was in 1901, 85,000,000 barrels, falling to 67,000,000 in 1914, while in the case of the United States the product of 1901 was 69,000,000 barrels having advanced meantime to 266,000,000 barrels in 1914 and 292,000,000 in 1915.

The share of the United States in the world's petroleum production was in 1860 98 per cent.; in 1870 91 per cent.; in 1880 88 per cent.; in 1890 60 per cent.; in 1900 43 per cent.; in 1910 64 per cent.; and in 1915 66 per cent., these figures being in very round terms.

World's Oil Producers

The world's principal mineral oil producers and their output in 1914 were, United States with a product of 266,000,000 barrels; Russia 66,000,000, Mexico, 21,000,000; Roumania 13,000,000; Dutch East Indies 13,000,000; India 8,000,000.

The principal production of the United States by States was in 1914, California 100,000,000 barrels; Oklahoma 74,000,000; Illinois 22 millions; Texas 20,000,000; Louisiana 14,000,000; West Virginia 10,000,000; Ohio 9,000,000; and Pennsyl-

(Continued on page 46)

The "London" No. 2 Gearless Water Motor Washer



The "London" Washer is built to wear, and is solid and substantial.

It is the simplest and most scientific water motor washer on the market.

Experience has proven that our water motor has greater power, and a larger turning radius than any other. It is constructed entirely of brass, and therefore cannot rust. There is nothing to get out of order.

The tub is made from the best kiln-dried, clear Cypress, carefully inspected.

The inside, being corrugated, gives the proper surface for washing. It is extra heavy and constructed in the best manner.

A machine with a real guarantee. A machine that pays a handsome profit and completely satisfies the desires of your customers.

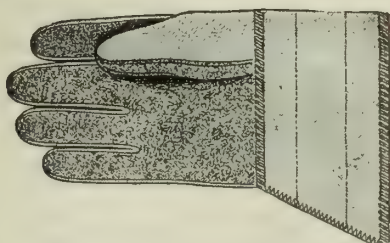
It will pay you to get full details now.

The London Foundry Co., Limited
LONDON, ONTARIO, CANADA

TAPATCO

REGISTERED BRAND TRADE MARK

The Fast Selling Cotton Glove



First sales are easy because the gloves *look good*, but the sales thereafter are made without effort because the service creates a desire for more.

"Tapatco" Cotton Gloves are creating bigger business wherever sold. Why not increase your turnover by selling this line?

Try them out now. Send a sample order to-day.

The American Pad & Textile Co.
CHATHAM, ONTARIO



THE right choice for a leader will bring the bulk of the local demand for varnish to your store.

Berry Brothers' label is regarded by the buyer as equivalent to a varnish insurance policy. All varnishes and enamels sold under this label are true to description and the best that can be produced for the uses intended.

Among all classes of varnish users the name of Berry Brothers on a can is accepted without question as a quality voucher.

In selling Berry Brothers' products you not only make permanent customers for them, but every user of these goods becomes their advocate, which increases the demand.

Make your varnish business grow by pushing our line, it will pay you to make a leader of it.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

ESTABLISHED 1858

Walkerville, Ontario

(326)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 25.—Activity in paint trade continues, and, with improvement in relation to deliveries and good volume of new business, conditions are considered generally satisfactory. It is expected that the question of prices of ready-mixed paints for the fall campaign will shortly come up. In view of the recent reaction in linseed oil and a decline in turpentine, it might be expected that lower quotations would be considered. However, Hardware and Metal understands that paint manufacturers did not take full advantage of the advance in the cost of raw materials, and that with lead firm and zinc strong and continued increases in the cost of chemicals there will be no change. Oil is now quoted as low as 82 and 85 cents, and turpentine as low as 68 cents.

TORONTO

TORONTO, Ont., May 25.—The situation in the paint market continues favorable but although business is rather quiet, a good demand for paints will be in evidence with a continued spell of seasonable weather. This will cause a heavier movement of stocks from the dealers and, stimulate business generally. Prices continue firm with the exception of linseed oil and turpentine which are weaker. The light demand in both cases is depressing the market. The scarcity of Paris green is becoming more pronounced and the situation is acute. Putty is firm at the advance announced last week but the demand continues light, white lead is steady and prices holding firm and with zinc also firm, mixed paints are very steady. Some grades of glue have advanced, imported glues being scarce and high in price.

Linseed Oil Weaker.—The market is still very dull and the exceptionally light demand has caused another fall in prices. The present situation is unusual as at this time of the year, the market should be firm and active. A further decline in flax seed has also affected the situation and is tending to depress the oil market. A recovery in prices of oil is expected when the weather becomes more favorable and the demand improves. The decline is 4c from the high level of last week and the following prices are being quoted in Toronto. Owing to increase in cost of cans, price of oil in smaller lots than one barrel has advanced, 5-gallon cans are now quoted at 75c and 10 gallon cans at \$1 each.

	Raw	Boiled
1 to 2 barrels	85c	88c
3 to 5 barrels	84c	87c
6 to 9 barrels	82c	85c

Turpentine Lower.—The market is lower, prices having declined 1c per gallon. Stocks of turpentine are very light locally and shipments are coming through from the South very slowly. The market at Savannah is holding firmer but little new turpentine is coming in and there is no big accumulation of stocks. The following prices are being quoted for turpentine in Toronto: 1 barrel lots 69c; 2 to 4 barrel lots 68c and 5 gallon lots 76c per Imperial gallon.

White Lead.—The market is holding firm although pig lead has had a weak tendency lately. Prices of white lead are unchanged and steady at \$13.95 per 100 lbs., in ton lots.

Gasoline.—The market is firm and quotations unchanged. Although the demand is getting heavier all the time there are indications that prices will hold steady at around the present level in the meantime. Gasoline is quoted at 32, and benzine at 31½ per gallon.

Glue.—The market continues very firm and prices on all grades of glue have an upward tendency. All imported glues are higher in price and supplies are becoming more difficult to obtain. English prima has advanced and is now quoted at 25c per lb., while "Perfection" amber ground glue is also higher at 20c per lb. French medal and English common sheet glue are practically off the market and prices have been withdrawn.

Putty.—The market is holding firm at the higher prices announced last week but the demand continues slow. The following prices are being quoted in Toronto for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40
Pure putty, 70c per 100 lbs. advance.	

WESTERN FARMERS ARE BUILDING

Messrs. Bird & Son, of Hamilton, Ont., manufacturers of roofing and wall board assert that with money flowing more freely again extensive repairs and new buildings are being pushed rapidly, especially on western farms. This firm has branches at Vancouver, Calgary, Winnipeg, Montreal, Halifax, St. John and Edmonton.

PERSONAL

C. E. Bishop, traveller for Merriek-Anderson Co., was in Winnipeg last week-end.

BUSINESS CHANGES

West Kildonan, Man.—Tully & Davey, of West Kildonan, Man., have been succeeded by W. C. Tully in the hardware business.

Netherhill, Sask.—A. Hart, who has conducted a hardware business in this town for some time past, is to be succeeded by T. F. Paul.

GASOLINE IS STILL AN ENIGMA

(Continued from page 44)

vania 8,000,000, the figures being in very round terms.

The United States, despite the fact that she is by far the world's largest producer of petroleum is becoming of late a considerable importer, the quality of crude petroleum imported in 1914 being about 18,000,000 barrels and in the fiscal year which ends with next month, will probably amount to about 20,000,000 barrels, a very large proportion of this coming from Mexico and seeking a market in the United States because of her superior facilities for refining the crude product.

How Prices Have Risen

The developments in the situation during the past year are indicated in the following comparison of Montreal wholesale quotations for gasoline:

	July 1915	Jan. 1916	May 1916
Barrels	16½	27½	34
Drums	14½	25½	31
Tank wagon ...	14	25	30½

While the rise in the market referred to has been largely brought about by war conditions, it is interesting to note that the influence referred to was not felt until after the conflict had been in progress for more than a year. The quotation given as at July 1915, is in fact slightly lower than that prevailing a year before, prior to the outbreak of the war. The increased European demand has been accompanied by a rising consumption of gasoline on this side of the Atlantic and with this growing consumption production has not kept pace.

**Trade
Outlook
Bulletin**

MORE MONEY WILL BE SPENT

in many sections, on repairs and painting, this Spring.

There is every indication, that in many Agricultural districts, in the steel centres, where soldiers are billeted, wherever war expenditures are being made, there is more cash than ever to be spent on improvements, etc.

Then, besides, many families whose men have enlisted, have now ready money to spend from their allowances, where before there was nothing but merchandise or produce as a medium of exchange.

Present indications should encourage the dealer to provide for an increased demand for

B-H "English" Paint

and other B-H Specialties, manufactured for Spring renovating and cleaning up.

Don't let your stock get reduced, especially at this time of the year.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 68
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20-5% Arrow, 25-10%.

Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 32 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net. "Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2½%; 22 short, black, 35-2½%; 22 short smokeless, 40-10%; 22 long, black, 35-2½%; 22 long, smokeless, 35-2½%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37½%; 22 long, black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. black, 15%; Other R. F. Ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Ball, adv., 10%; Pistol and Rifle Shot, 25%; Military and Sporting adv., 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Emu shell, 27½%; 90 days net. Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 11c to 60c pound.

Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BEELTING (Leather).

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
R x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE. Montreal Toronto
Single bbls., gal. 0 32
Drums, gal. 0 29½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%.
Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, ¾ in. dia. and smaller, 40%.
Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.
Skein Bolts, 45%.

Square Head Blank Bolts, 30%.
Bolt Ends, 30%.
Plow Bolts, 30%.

Elevator Bolts, 30%.
Fancy Head Bolts, 25%.
Shaft Bolts (\$3 list), 25%.
Steep Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.
Nuts, square, 2c off list.
Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c.
Stove Bolts, 62½%.
Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb. 0 07½

BRASS.

Per lb.
Springs, sheets, 8" wide, up to 20 gauge 0 60
Rods, base ¼ to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded....\$8 00
30-gal. Standard, riveted.... 8 25
20-gal. extra heavy 11 50

BOARDS, BAKE.

Per doz.
No. 1-18" x 24" 6 60
No. 2-18" x 28" 7 20
No. 3-20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 30

BOARDS (Sleeve).

Barwood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

Tin Plate Zinc
Per doz.

Pony\$1 75
Crown 3 55
Dandy 3 75

Improved Globe 2 65
Standard Globe 2 75
Neptune 3 95

Original Globe 4 25
Newmarket King 4 25
Victor (Glass) 4 25

Jubilee 4 25
Diamond King (Glass) 4 50
Western King

(Enamel) 4 25
Beaver, brass 6 00

Wood, double faced. 1 25
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 16 13
Weighted, 20 lbs., per doz. 18 50

Weighted, 25 lbs., per doz. 22 32

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk factory cans, 15%.
(cream cans, 20%.

Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload

lots, f.o.b. Toronto.. 1 50
White Bros. English.. 2 00
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00
Fire brick, English .. 17 00
Fire brick, Mm., low.23 00

Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05

25 lb. tins, per doz., lb. 0 04

Cement, roofing (in bbls.)... 0 25
Cement (in 5 and 10 gals.)... 0 23

Cement (in 2 gals.)... 0 30
Cement (in 1 gal.)... 0 35

CHALK.

Carpenter, per gross.. 0 65
Carpenters' lead pencils, per gross 2 40

Crayons, per gross 0 20
Carpenter, white, gr. 0 65

Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Common cold, ¼, \$1.25; ½, \$1.65; ¾, \$2.50; 1, \$2.75; 1, \$3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼, \$8.85; 5-16, \$7.50; ¾, \$6.75; 7-16, \$6.55; ½, \$6.35; 9-16, \$6.35; ¾, \$6.20; ¾, \$6.10; ¾, \$5.95; 1, \$5.80.

Electric Weld Coil Chain—BB. 3-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

Montreal Toronto
Casting ingot, see weekly report

Bars, ½ to 2 in. 47 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 46 00

Copper sheet, tinned, 14x60, 14 oz. 55 00
Copper sheet, planished, 14x60 base 59 00

Braziers' in sheets, 6x4 base 47 50
Copperine

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33½
No. 7, lb. 0 32½
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES.

Montreal
Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized
Apollo Crown Gorbals

18x24x52 .. 6 25 6 25 6 50
60 .. 6 50 6 50 6 75
20x28x47 .. 6 75 6 75 7 00
20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base \$ 8 00
IX, 14x20 base 9 00

IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—
IC, 14x20 base 6 50
IX, 14x20 base 7 56

IXX, 14x20 base 8 50
IXXX, 14x20 base 11 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 7 75
IX, 14x20 base 8 75

IXX, 14x20 base 9 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00

Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4½c per lb.

DRILLS.

Bit Stock Drills, 50%.
Wood Drills, 20%.

Straight Shank Drills, 45%.

MADE IN CANADA


3 SPECIALS GUARANTEED
 TO GIVE EXCELLENT SERVICE

IMPERIAL
GENUINE

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS
HEAVY
PRESSURE

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL
COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

RAMSAY'S PAINT

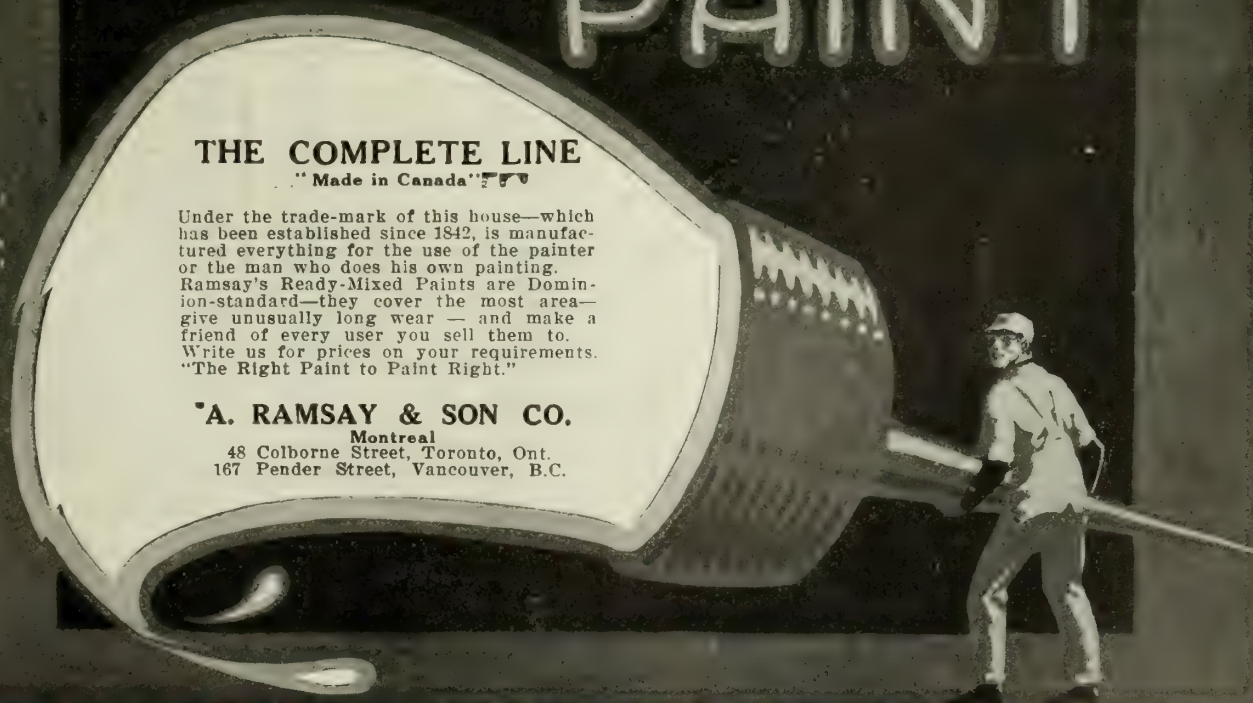
THE COMPLETE LINE

"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting. Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to. Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.

Montreal

 48 Colborne Street, Toronto, Ont.
 167 Pender Street, Vancouver, B.C.


**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.65	5
McClellan Globe	.65	10
Black Diamond	.65	55
Delta Files	.60	10
Nicholson	.65	55
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 72½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30
Tank wagon	0 29½

Toronto.

Any quantity, in bbls.	32
Drums, 40-gal., per gal.	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 45
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Smaller sizes extra.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1½ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1½ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1½ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1½ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ¼-in., \$16.80;	
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¾-in., \$21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10

Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 20 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenth

Atlas, steel covered

Perfect, No. 1

Perfect, No. 1½

Perfect, No. 2

New Milo, flexible

Steel King Hangers,

doz. sets

Storm King and safety hangers

Storm King rail

Crown

Crescent

Sovereign

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)

Steel track, 1½ in.

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1

No. 2

HINGES, TEE AND STRAP

Net Prices

Heavy Strap Tee

4 in., doz. prs.

5 in., doz. prs.

6 in., doz. prs.

8 in., doz. prs.

10 in., doz. prs.

12 in., doz. prs.

14 in., doz. prs.

London price figured net at 27½%.

Light.

3 in., doz. prs.

4 in., doz. prs.

5 in., doz. prs.

6 in., doz. prs.

8 in., doz. prs.

10 in., doz. prs.

12 in., doz. prs.

14 in., doz. prs.

Heavy tee and strap discount.

27½%.

Light tee and strap discount.

50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.

Over 14 in., per 100 lbs.

Larger

Extra hooks for above, ¾ in., per lb.

Extra hooks for above, ¾ in., per lb.

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps.

55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.80;

No. 10, \$19.50; No. 20, \$9.75; No. 50, \$24; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., \$4.55 doz.**HOOKS, CORN.**

Cyclone, doz.

Hoes, corn, doz.

HOOKS, GRASS

English Canadian Fox

No. 2, per doz.

No. 3, per doz.

No. 4, per doz.

No. 5, per doz.

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75 Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.

Corrugated, ¾ in., ft.

Less 5 per cent. for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal Toronto

Angles

Common bar, per

100 lbs.

Refined iron, per

100 lbs.

Horseshoe iron, per

100 lbs.

Norway iron

Mild steel

Band steel

Sleigh shoe steel

Domestic

Reeled machinery

steel

Tire steel

Toe calk steel

Mining tool steel,

per lb.

Cammell Laird, lb.

Sheet, cast steel, lb.

Black Diamond tool

steel, per lb.

Silver tool steel, lb.

Spring steel

COLD ROLLED SHAFTING.

7-16 to 9-16 in.

¾ to 1-16 in.

¾ to 1-7-16 in.

2 to 3

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots

72x30, 26 gauge, case lots

Less than case, 25c per 100 lbs.

extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,

per set

Mrs. Potts, No. 50, nickel-

plated, per set

Mrs. Potts, handles, japan-

ned, per gross

Sad irons, common, plain

Sad irons, common, plated

Princess Electric, each

Ideal Electric, each

Gasoline Sad Irons, each

Ideal Gasoline, each

Dover Electric, net

No. 70, Dover, per doz.

LADDERS, ETC.

(Step Ladders)

Shelf-lock

Ontario

Faultless

Mechanic

Hercules

Perfect

Faultless, extra heavy

Hercules, extra heavy

Mechanic, extra heavy

Chain ladders, each

R.T. Standard

R.T. Economy

R.T. Iron Bound, 4-9 ft.

R.T. Iron Bound, 10-14 ft.

R.T. Iron Bound, 15-16 ft.

R.T. Iron Bound, 17-20 ft.

Crescent

Household

Standard

Electrician

Heavy duty

Extension

Common and Roped Extension.

Up to 32 ft.

Up to 36 ft.

40 to 44 ft.

48 to 52 ft.

56 to 60 ft.

Single and Fruit Picking.

10 ft. to 16 ft.

18 ft. to 22 ft.

LANTERNS

Per doz

No. 0 Tubular Hot Blast Comet.

plain, per doz., \$5; all brass, per

doz., \$10.25; all brass, nickel-

plated, per doz., \$15.25.

Banner Buggy

Banner Junior

Climax

Trullie

Beacon

No. 2 or 4, plain, cold blast

Short globe, pattern

Cold blast, japanned

Brass, well japanned

All brass

Little Bobs A.C., doz.

Copper, well jap'd.

LANTERN GLOBES

Cold blast, short

Cold blast

Cold blast, London

Prism globes

Cold blast, short ruby

Cold blast, common ruby

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

TO RISE SUPERIOR TO THE INEFFICIENT, TO GIVE
A BIGGER, BETTER, BROADER, MORE PERSONAL
SERVICE HAS BEEN OUR CONSTANT AMBITION.

THROUGH THE CONSCIENTIOUS APPLICATION OF
THE RIGHT PRINCIPLES, THROUGH DAILY STRIV-
ING TO BETTER OUR SERVICE IN ITS BROADEST
SENSE, WE HAVE CLIMBED HIGH OUT OF THE RUT
OF MEDIOCRITY.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,
Toronto, \$3.65 base; Montreal,
\$3.70 base; London, \$3.65 base;
Collingwood and Owen Sound,
\$3.70 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 5% diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1½-in.	\$4 10
No. 4, 1½-in.	3 80
No. 5, 1½-in.	3 25
No. 6, 2½-in.	3 00
No. 7, 2½-in.	2 85
No. 8, 2½-in.	2 75
No. 9, 2½-in.	2 65
No. 10, 2½-in.	2 55
No. 11, 3½-in.	2 45
No. 12, 3½-in.	2 48

London, Hamilton, Montreal,
Toronto.
Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in.
and 2 in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto, 25%:

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	

OAKUM

	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13½
Royalite	0 14	0 13½
Palatine	0 17½	0 17
Caster Oil, per lb.	0 45	0 35
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 6¼c lb.
Tea lead, chest, 6¼c lb.
Lead (heavy), pipe, etc., \$7.
Brass, heavy, 16¼c lb.
Brass, light, 12c lb.
Zinc, heavy, 14¼c lb.
Copper, heavy, 21¼c lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 17c lb.
Compos. turnings, No. 1, 14¼c lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4¼c;
bicycle tires, 2¼c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 71
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 38
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 50
Dry fibre, No. 1	0 59
Plain fibre, No. 2	0 47
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

Heavy dry, flexible	6 00
Heavy tarp Hangers	
Spruce she	6 40
Carpet felt and safe	
Carpet felt, 20 oz.	5 75
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled water-proof building	
paper, 600 sq. ft. roll	1 00

PAPER, EMERY

Emery paper and emery cloth,
25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37½%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

In effect April 26, 1916.	
Buttweld	Per 100 feet
	Black Galv.
1/8 in.	\$ 3 00 5 40
1/4 in. and 3/8 in.	3 06 5 43
1/2 in.	3 91 6 08
3/4 in.	4 72 7 63
1 in.	6 97 11 31
1 1/4 in.	9 43 15 30
1 1/2 in.	11 28 18 29
2 in.	15 17 24 61
2 1/2 in.	23 99 38 90
3 in.	31 37 50 87
3 1/2 in.	37 72 61 18
4 in.	44 69 72 49

Lapweld

2 in.	17 02	26 46
2½ in.	25 16	40 07
3 in.	32 90	52 40
3½ in.	39 56	63 02
4 in.	46 87	74 67
4½ in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in.x25 lbs. per ft.	122 50	188 75
8 in.x25 lbs. per ft.	141 12	217 44
9 in.	169 03	260 48
10 in.x22 lbs. per ft	156 80	241 60
10 in.x40 lbs. per ft	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 70%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 50
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30
Discount	45 and 2%.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40
per cent.

HOSE, LAWN

Corrugated, ½ in., ft., d Toronto
Corrugated, ¾ in., ft.,
Less 5 per cent. for 45 4 00
500 ft. 00 4 25
1 and 1 plates, 100 ft. 30 4 75

PLUGS (METAL)

Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000...23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37½%.

Iron burrs, 37½%.

Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, ½-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.

Coppered Rivets, net extras,
2½c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Colborne Crown, 1 ply.	1 20
Colborne Crown, 2 ply.	1 45
Colborne Crown, 3 ply.	1 75
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Liquid roofing cement, per	
gal. in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06½
Roofing Pitch, 85c per 100 lbs.	
F.o.b. Toronto, London, Mont-	
real.	

ROPE

	lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	
Sisal basis	13½
Single lath yarn basis	13½
Double lath yarn	14
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in.	0 27
¼ in. and larger	0 26
Sisal Clothes Line	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 81
6 ply, 100 ft.	2 40

SCALES

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelleu Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.

Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50, plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.50, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-

SCRAPERS

Medium	Doz
Heavy	\$2 15
	3 60

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
and oval head, brass, net.

SCREWS

Discounts off Standard List

Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37½
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	
60%.	

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	3 90	3 55
26 gauge	2 95	3 90
28 gauge	4 05	4 00

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis
and Gorbals' Best Best, also Col-
borne Crown are English gauges,
while Apollo and Premier are
U.S. gauges. American 10½ oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

	Per 100 sq. feet.	
	Galvanized	Painted
28 ga.	\$ 5.50	\$2.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7½
per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals' best
16	6 90	6 65	6 50
18-20	6 90	6 90	7 00
22	7 00	6 80	7 25
24	7 25	6 95	7 25
26	7 50	7 25	7 50

"Premier" galvanized sheets —
10½ oz., \$7.05; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 2.
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and To-
ronto.

Colborne Crown — 16-20 gauge,
\$6.65; 22-24 gauge, \$6.80; 26
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto

14 gauge	5 80	5 55
16 gauge	5 80	5 55
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 10
26 gauge	6 25	6 25
28 gauge	6 65	6 50
10½ ozs.	6 75	6 75
Add 25c for less than case lots		



Business Increases when your customers know that you are representing the Largest Paint and Varnish Manufacturers in the British Empire, and the firm who have had over fifty years' experience.

ARE YOU THE AGENT FOR

THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels 50 45 35%
Socket sc'ps, 40 and 5 35 and 5
Rivet scoops, 35 and 7½%
Drain tools, 50%
Hollow backs and sand, 1st, 50%,
and 4th, 25%.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SHINGLES

Per square
Standard galvanized \$5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.

Flat rim enameled sinks, 16x24,
\$3.65; 18x30, \$4.

SNAPS

Harness, 25 per cent.

SOLDER

Montreal Toronto
See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR

Guaranteed 0 21
Strictly 0 29
Commercial 0 26½

SOLDER, WIPING

Star extra 0 28½
Easy 0 26½
Acme 0 25½

SPELTER.

See weekly report.

SPOUTS

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES

Per cwt.
Montreal, Toronto and London

Fence staples, galv., in kegs 4 95

Fence staples, galv., 25 lb.
boxes 5 20

Fence staples, bright, in
kegs 4 15

Fence staples, bright, in
25-lb. boxes 4 35

Poultry netting staples, 100
lb. kegs 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from gal-

vanized net. Extras, 50 lb. kegs,
30c; 25 lb. kegs, 40c; 10 lb. kegs,
50c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET

Bissell's
Univ. Japd., cyco bearing... 24 00

Univ. N.P., cyco bearing... 27 00

Grand Rapid, Japd., ball-
bearing 26 00

Grand Rapid, N.P., ball-
bearing 29 00

Princess, N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bear. 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each ... \$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Settees with
awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;

cheese box tacks, blued, bulk;

trunk tacks, blank and tinned,

bulk; carpet tacks, blued; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blued, in doz.

only; cut tacks, ¼ cut tacks,

blued and tinned, in weights;

Swedes: Swedes upholsterers'

bulk; Swedes brush, blued and

tinned, bulk; Swedes gimp,

blued, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks

Discount, 75 and 10%.

SALES

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blued; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; picture

frame points; lining tacks, solid

head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lin-
ing tacks, in bulk; saddle nails,
in papers; saddle nails, in bulk;
tufting buttons, 22 line, in doz.;
only; tin capped trunk nails;
zinc glaziers' points, prices quot-
ed on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe
tacks, 1 lb. packages; Swedes
shoe nails; soft steel nails; iron
nails; zinc nails, prices quoted
on application; hard steel nails;
tempered steel shoe nails; chan-
nel nails; Hungarian nails; min-
ers' tacks; bob nails; zinc shank
nails, prices quoted on applica-
tion; steel wire shoe rivets; brass
wire shoe rivets; clinch point
shoe rivets, steel; Swedes shoe;
clinch point shoe rivets, brass;
steel cobblers' rivets; brass cob-
blers' rivets. Net list.

TAPES—Lutkins

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 75

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv., wall ties, per 1,000.. \$5 00

Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and

5%.

TROUGH (EAVE)

G. G. Square head and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount 45 and 2%.

TRACK

B.T. Double Angle... 12 & 10c ft.

B.T. Double T. 11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)

Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

TWINE (COTTON)

5-lb. Montreal Toronto

5-ply and up 0 27

4-ply 0 26 0 26½

3-ply 0 25 0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2½ in. 17 00

100 ft., 2½ in. 18 90

100 ft., 3 in. 21 50

100 ft., 3½ in. 26 40

100 ft., 4 in. 32 65

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½%; patent quick

opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

WARE, JAPANNED

Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED

White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-
plication.

WARE, GALVANIZED.

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

WARE, TIN, PIECED

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

WARE, STAMPED.

Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

WASHERS, IRON.

Full box, 25%; smaller lots,

25% assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS, HORSE.

3¾c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 26 25

Garden, steel wheel, doz. 39 60

Light garden, per doz. 30 00

Heavy garden, 1-side 36 30

Heavy farm, solid side 39 60

WHIFFLETREES

Tubular steel, 28 ins., per

doz. 8 75

Tubular steel, 34 ins., per

doz. 9 75

Tubular steel neckyokes, 26

inches, per doz. 12 00

Tubular steel doubletrees,

40 inches, per doz. 12 50

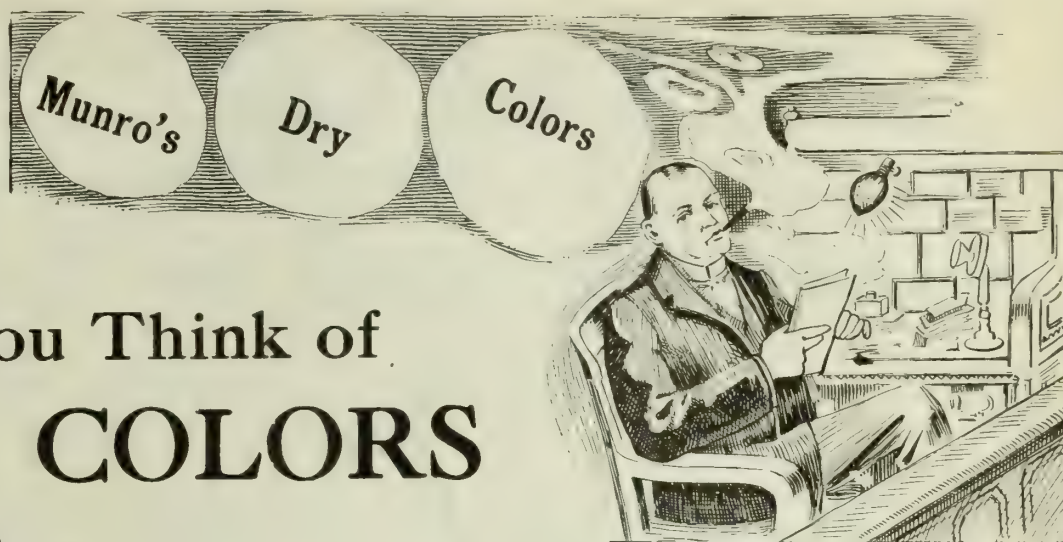
Tubular steel lumberman's,

44 inches, per doz. 13 00

WIRE, COPPER WIRE, 10%.

Brass wire, 3 to 24 gauge, add

33 1-3%; 25 to 36



When You Think of
DRY COLORS

Think of

MUNRO'S →

REDS, GREENS
YELLOWS, BLUES
PARIS GREEN

Allan Munro Color Co., Limited, Montreal



And it's the
teeth of

SIMONDS HAND SAWS

that hold their cutting edge and please the Carpenter, who does not have to be continually filing his saws. That means a satisfied customer for the Dealer, and a satisfied customer is a profitable customer. He comes to your store again, not only to buy Simonds Saws, but other articles of Hardware.

If you do not have the 1916 Catalog of Simonds Hand Saws and Cross-Cut Saws with Dealers' Discounts, write at once.



Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave., MONTREAL, QUEBEC

Vancouver, B.C.

St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEE SWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry. 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 26
Signwriters' black, pure 0 22
Marine black, 25-lb. irons 0 07
Lampblack 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustr 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Moorel 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French medal 0 25
English common sheet 0 25
English prima 0 25
White pigsfoot 0 23½
Perfection amber, ground, No. 1250 0 20
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags 0 35
Gelatin, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)
Size Under 25 Inches Star Diamond
Under 25 \$7 50 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 75
85 to 90 24 35
91 to 94 25 00

95 to 100 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS Country Base Price

Inches	Star	Double Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85		22 35
86 to 90		24 35
91 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 25 and 5 per cent.

GLASS PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	\$13 80	\$13 95
O.P.W. Decorators' Pure	13 80	13 95
Crown and Anchor	13 80	13 95
Elephant Genuine	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White Lead	12 80	13 95
O.P.W. Decorators' Pure	13 80	13 95
O.P.W. English	14 05	14 20
Painters' Perfect	13 35	13 50
Ramsay's Pure Lead	13 80	13 95
Tiger Pure	13 80	13 95

Less than ton lots, 30c per cwt. higher
Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.
James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD ARSENATE OF

	Dry	Paste
1-lb. bottles	\$35 00	\$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	
25-lb. irons	25 50	13 00
50-lb. irons		12 50
100-lb. irons	24 00	11 75
200-lb. irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "Eng-lish" white	2 65
"English" ordinary colors	2 50
Brandram Moore's "Egyp-tian" Brand	1 80
Canada Paint Co.'s Pure	2 65
Elephant	2 35
Freestone, white	2 50
Freestone, colors	2 40
High Standard, White	2 65

High Standard, Colors

Jameson's Crown and Anchor	2 60
Jameson's Island City	2 05
Martin-Senour 100% Pure	2 50
Minerva, white	2 55
Minerva, ordinary colors	2 40
Mellotone, white	2 50
Mellotone, colors	2 40
Low Bros. Hard Drying Floor, gal.	2 15
Moore House Colors	2 10
O.P.W. Canada Brand, Pure	2 20
O.P.W. Canada Brand, Floor	2 10
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 30
Ramsay's Thistle	1 70
Stephens' House Paint, (Wpg.)	2 55
Stephens' Floor Paint (Wpg.)	2 25
Senour's Floor Paint	2 20
Senour's Porch Paint	2 50
Sherwin-Williams	2 50
Flat tone	2 40

PARIS GREEN

	Mun-ro's	C.P. Ber-gers
600-lb. bbls.	38%	38½
250-lb. kegs.	39	39½
100-lb. drums	40	40½
50-lb. drums	40	40½
25-lb. drums	40½	41
1-lb. 100s	42½	43
½-lb. 100s	44½	45
1-lb. 100s	43½	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ Barrels	0 06½
Barrels	0 06

PUTTY

	Standard	Montreal Toronto
Bulk, in casks	2 70	2 80
Bulk, 100-lb. drums	2 90	3 00
Bulk, 25-lb. drums	3 00	3 10
Bladders, in bbls.	3 30	3 40
Pure Putty, 70c cwt. advance		

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Gal. Liquid Slating, B.B. \$3 00

STAINS

	Gal.
Oil and Spiclt, Berry Bros.	\$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 98
Sun Varnish Stains	2 20

VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copalline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulglass	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65

"Dreadnought" varnish

(gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing li- quid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flatline Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil	1 60
Jas-per-ite floor finish	2 25
Kyanize floor finish	3 50
Kyanize cabinet rubbing	2 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish	1 25
Pure White Shellac	2 20
Pure Orange Shellac	2 05
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Corallite, 5-lb. pkgs.	0 04½

WASTE (POLISHING)

Cream 0 17

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLOR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORED WIPING

Fancy	0 11½
Lion	0 10½
Standard	0 09½
Popular	0 08½
Keen	0 07½

WASTE, WOOL PACKING

Arrow	
Axle	Prices on application
Anvil	
Anchor	

WIPERS, WASHED COTTON

Select White	
Dark Colored	Prices on application
Mixed Colored	
This line subject to trade discount for quantity.	

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 35
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41

WHITING

Paris white	1 50
Plain in bbls.	1 25
Gilders, bolted, in bbls.	1 40
Per 100 lbs.	

WOOL ALCOHOL

	Per gal.
In gallons	1 25
Barrels	0 87
\$4 extra for barrels.	



Give It Your Recommendation

Your customers will depend largely on your opinion when purchasing varnish—it will pay you to sell them

DOUGALL VARNISH

A varnish for every purpose and each one guaranteed to give perfect results—it will pay you to carry a complete stock—arrange to do so, then recommend it and guarantee it—we will stand behind you.

The Dougall Varnish Co., Limited, Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57
to 70 lbs., 11c; 71 to 83 lbs., 10c;
84 lbs. and over, 9½c.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 2½ lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½
to 9 lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
35%; 7-16 and larger, 20%; ma-
chine, ¾ and under, 35%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 60%; shaft bolts, 20%;
tire bolts, 35%; sleigh shoe bolts
to ¾, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coll. 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.60; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVES, MALL.

8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60c per lb. Tinned, 47c; Braziers'
soft copper, 10-24ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FINITURES

Stall hollow bar, No. 3, \$1.
Galvanized wave, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbl., 14½c lb.; 125-lb.
kegs, 15½c lb.; 10-lb. jugs, \$1.85

each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$1.95 per case.

GALVANIZED WARE.

Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,
\$4.75; 12, \$7.20

Corrugated Tee Hinges—4,
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;
10, \$5.90; 12, \$8.35.

HORSEHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

	Apollo and	Premier de Lis
10% oz. qr 28 Eng..	7 70	7 50
28 Am. or 26 Eng..	7 50	7 25
26 Am. or 26 spec..	7 20	6 95
24	7 05	6 55
22	6 45	6 45
18 and 20	6 85	6 25
16 Am.	6 70	6 10
14 Am.	6 50	6 10

IRON GALVANIZED

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
Improved, \$1.10 a dozen.

LAMP CHIMNEYS

A. per case 8 doz., \$4; per doz.,
60c; B. per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain
 7 50 || No. 20, X-ray | 11 25 |
No. 22, Dash-board	10 00
Trulite short, globe, doz..	7 50
LEAD PIPE, \$10.90, \$11.90.	
LEAD WASTE, \$10.90.	

LINSEED OIL

Raw, per gal., \$1; boiled, per
gal., \$1.02.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILES

Wire, f.o.b. Fort William, \$3.85
base; Winnipeg, \$4.25 base. Cut,
f.o.b. Winnipeg, \$4.20.

NAILES, HORSE

Capwell, 10 per cent. off list.

NETTING.

Poultry, 40 per cent.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.

Hexagon, small lots, 1c advance
over list; case lots, net list.

OIL CANS.

	Gal-	Tin
½ gal., dome top....	\$2 14	\$4
1 gal., dome top....	2 81	4 25

2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS

Silver Star oil, 16½c gal.;
Royalite oil, 17c gal.; Palacine
oil, 20½c gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 42c; Polarine oil, 60c gal.;
Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50.
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; ½,
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,
\$47.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,
\$11.30; 1½, \$12.50; 2, \$18.18; 2½,
\$30; 3, \$39.25; 3½, \$47.25; 4,
\$56; 4½, \$68.78; 5, \$80.10; 6,
\$103.95.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½c lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES

10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUNITY

100-lb. irons
 3 25 || 25-lb. irons, per cwt..... | 3 50 |
| 1½-lb. tins | 0 07 |

RIVETS AND BURRS

Iron rivets, 30 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14½c base; pure Manila,
23c base; British Manila, 18½c
base; lath yarn, 14c base; Afri-
can hemp, 17½c base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).
33 1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lighting blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quo-
tations, making discounts in all
cases 5 per cent. less. All quo-
tations f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
coach, 45%.

SHEET ZINC.

Any lots, 30c.
Black Steel Sheets.

10 gauge	5 00
12 gauge	5 10
14 gauge	5 00

16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.50, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10½c base; square tool
11½c base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;
14 gauge, \$5.10; 16 gauge, \$5.10;
17 to 24 gauge, \$4.50; 26 gauge,
\$4.60; 28 gauge, \$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

Ties, Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	12 25
20 x 28 I.X.	14 50
Terne Plates	11 00

TURPENTINE

Per gal., barrel lots, 80c.

VISES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25%+75c; full
boxes, iron, 20%+75c.

WHITE LEAD

5-ton lots, \$13.35; ton lots,
\$14.85.

WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.
William, \$3.90 Winnipeg; Glidden
Cattle, 2 pt., \$3.50 Ft. William,
\$3.75 Winnipeg; Baker 2 pt.,
\$3.45 Ft. William, \$3.70 Winni-
peg; Winnipeg, \$2.95; plain twist,
cwt., Ft. William, \$3.90; Winni-
peg, \$4.30; plain galvanized, Ft.
William, No. 9, \$4; No. 12, \$4.20;

Winnipeg, No. 9, \$4.30; No. 12,
\$4.50; coil spring, Ft. William,
No. 9, \$4.05; No. 12, \$4; Winni-
peg, No. 9, \$4.35; No. 12, \$4.30.



Stephens

WA-KO-VER STAINS

Serve your customers in a way that will bring them to you for their future requirements.

The best ingredients are used in their manufacture and every step is guided by years of experience.

We know that Wa-Ko-Ver Stains stand "head and shoulders" above others—and a trial will convince you.

Are we represented in your town? If not, write at once for our exclusive agency proposition.


G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

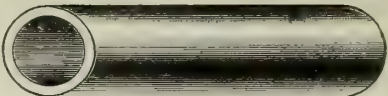


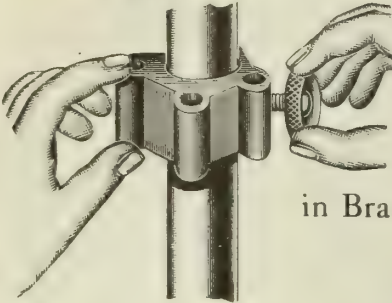
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TRADE MARK.

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM





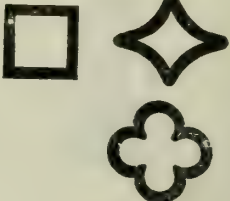
Patent Grip-Tight Socket

Specialists in
TUBES
in Brass, Copper, German Silver, and other Metals.


Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals

Over 1000
different sections

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS



TRADE MARK.



—1835— —1916—

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street New York City
Scale Makers Since 1835

Brooms

of Quality

may always be had by ordering our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

STAMPED
ON THE

Corporate Mark



Granted 1780.

GENUINE
ARTICLE

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

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JUNE 1916

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Arthur Stringer's
Splendid
New Canadian story.
"The Anatomy of Love"

THE MACLEAN PUBLISHING CO., LIMITED
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Please enter my subscription to Maclean's
Magazine for one year, beginning with your
June issue. I will remit \$1.50 on re-
ceipt of your bill.

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15 CENTS A COPY

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite-Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKES, MARTIN WILCKES CO.
 135 WILLIAM ST. NEW YORK



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
 PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SEYMOUR SHEARS
 have been the Standard for over eighty years

**TAILOR SHEARS
 TRIMMERS
 BANKER SHEARS**



**BARBER SHEARS
 LADIES' SCISSORS**



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
 Canadian Agents.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal

Rubber Stamps

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
 HAMILTON, ONT.

HEADQUARTERS FOR

**SPRAYERS, 5 kinds
 PATENT STOVE PIPE, Split Rivets
 ASH SIFTERS, The expanded metal one
 COLLINS MFG. CO., Toronto**

ASSIGNEES AGENTS LIMITED 154 Simcoe Street, Toronto

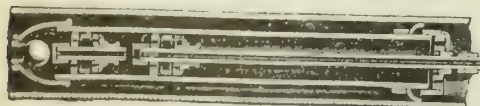
ASSIGNMENTS COLLECTIONS

Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.



J. PICKLES,

159 Portage Ave. E.
 WINNIPEG



Got It At Last!

A pump that won't freeze. The Western trade have been praying for this. The Richmond pump is absolutely anti-freezing. Called EZE FINT because it is so simple. Only one style for any well or requirement. Sold only through the trade. Write for circular

RICHMOND PUMP CO.
 WINNIPEG

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

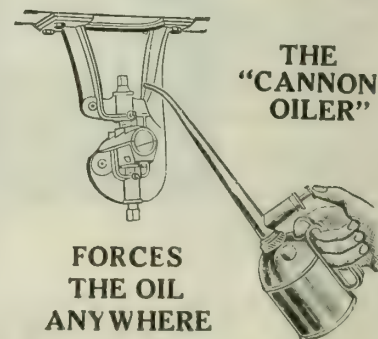


They are certain to sell easily because it has several advantages over the ordinary style. Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump & Scale Co., Ltd.
 Aylmer, Ont., Canada



**THE
 "CANNON
 OILER"**

**FORCES
 THE OIL
 ANYWHERE**

Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

R. E. BLOOMER
 KEITHSBURG, ILL.

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

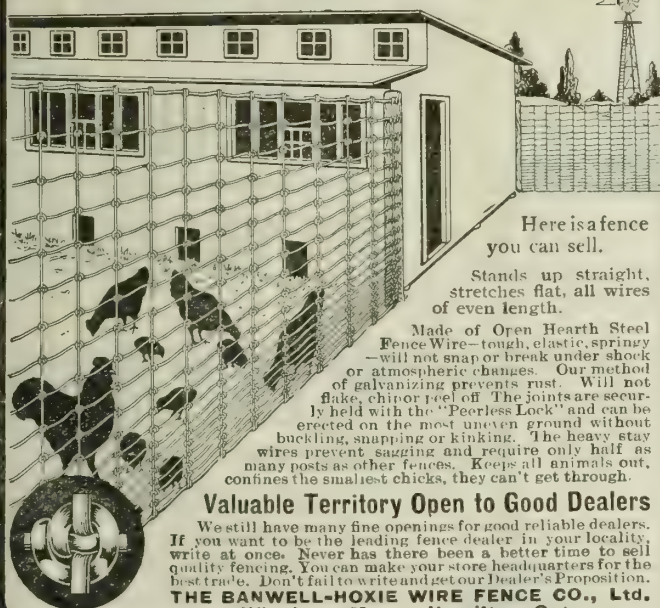
Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL

*Mr. Dealer: Here's Your Chance to Make
Your Store Headquarters for Best Trade.*

PEERLESS Poultry Fencing

Not Mere Poultry Netting



Here is a fence
you can sell.

Stands up straight,
stretches flat, all wires
of even length.

Made of Open Hearth Steel
Fence Wire—tough, elastic, springy
—will not snap or break under shock
or atmospheric changes. Our method
of galvanizing prevents rust. Will not
flake, chip or peel off. The joints are secur-
ly held with the "Peerless Lock" and can be
erected on the most uneven ground without
buckling, snapping or kinking. The heavy stay
wires prevent sagging and require only half as
many posts as other fences. Keeps all animals out,
confines the smallest chicks, they can't get through.

Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers.
If you want to be the leading fence dealer in your locality,
write at once. Never has there been a better time to sell
quality fencing. You can make your store headquarters for the
best trade. Don't fail to write and get our Dealer's Proposition.
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

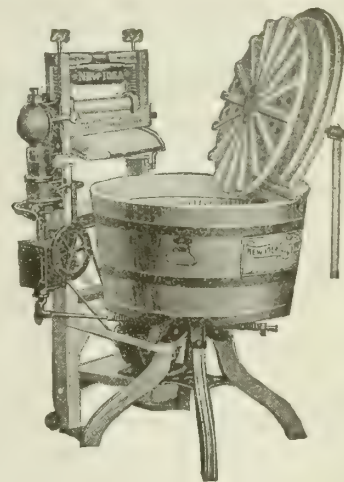
The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately.
All the operator has to do is attach it to an ordin-
ary light socket, turn the button, fill and empty
the machine. The
Wringer swings to
and works in any
position over a tub
or clothes basket.

It is very Simple,
Powerful, Noiseless
and Cleans thor-
oughly.

Can be furnished
without the Electric
Motor. Fitted with
pulley for Belt con-
nection with Gas-
oline or other En-
gine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by
Cummer-Dowswell, Limited, Hamilton, Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

HAVE YOU INVESTIGATED THESE BROOMS?

Only the best American corn is used in the manufacture of our brooms. We have a proposition which means money to the dealer. Don't wait any longer—write us to-day. Better Brooms for Less Money.

AMERICAN BROOM WORKS, St. Bazile de Portneuf, P.Q.

309 King St. West, Toronto
167 Commissioners St., Montreal



Adjustable Hacksaw Frame

QUALITY THROUGH AND THROUGH

Neatly finished and Nickel-Plated.

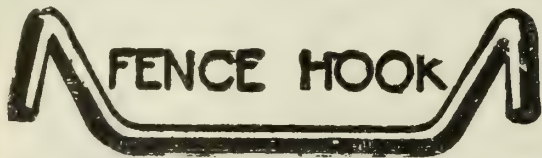
Packed half a dozen in a box without blades.

Very profitable to the dealer.

Write for catalog showing our complete list of Machinists' and Wood-workers' Tools. The illustrations are actual photographs.

National Machinery & Supply Co., Limited
HAMILTON, CANADA

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED
SPRING BARB and PLAIN
FENCE WIRE, OILED and
ANNEALED WIRE, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Money and Business

ONE thing is very sure—the man who isn't interested in money isn't going to make much of it. He'll "get along," earning probably enough to keep him and his family; but is not liable to accumulate any surplus.

It doesn't make any great difference what particular business you are in; you may be a manufacturer, or a retailer, or a professional man, but if you pay little or no attention to the big subject of money—such attention, for example, as bankers and business leaders give the subject, you'll almost certainly earn a good deal less money than it is possible for you to make.

This is why every man in business and every professional man should study money and the larger business of the nation. And he can do this well by reading each week The Financial Post.

The Business Outlook alone is easily worth the \$3 subscription price. If the business man has in advance a fairly accurate idea of the likely course of business, it will help him materially. Shall he largely increase his stocks, enlarge his plant or store, increase his liabilities, widen his credits allowed in anticipation of "good times," or the reverse? In these fundamental business problems The Post will give invaluable counsel.

A specimen copy will be sent free to all sending us their names and addresses.

THE FINANCIAL POST
OF CANADA

143 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

WIRE NAILS

IN STEEL
HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont.

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hick-
ory, nicely finished.

All leading Jobbers stock
them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer
who knows that selling good pumps pays
in good-will.

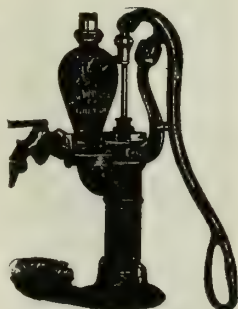
McDougall Pumps
are well made, properly
fitted, good through and
through "Aremacdee"
Brand.

Every pump sold
stays sold and stays in
good order.

Metal Hand or Motor
Pumps — for Force or
Lift use — every size,
style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA



SIMMS
SET IN RUBBER

BRUSHES

GUARANTEED
FOR USE IN ANYTHING

Soaked in paint remover or boiled in
water, the setting composition in these
brushes remains as solid as concrete.

Try this test on some of the OTHER
kinds.

Why sell your customer CEMENT-
SET brushes or those set in some
imaginary SECRET COMPOSITION
that won't stand use in alcohol, spirit
varnishes, lacquers, paraffine, crude oil,
grease, paint removers and a dozen
other things, or

A GLUE-SET brush that cannot be
used in water, kalsomine, paste, glue
sizing, etc., and dries out if carried on
the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old
thing? He can drive nails with it if he
wants to; he can't harm the setting.

Samples and Prices through our
jobbers on request.

T. S. SIMMS & CO.
LIMITED
ST. JOHN (FAIRVILLE), N.B.

If interested, tear out this page and keep with letters to be answered.

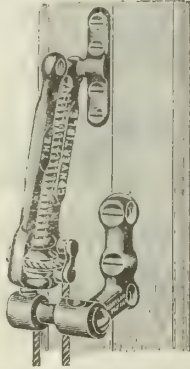
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
3/8 screw ... 4/
1/2 screw ... 6 6
1795 Brass
3/8 screw ... 5/6
1/2 screw ... 8/6
1797 Gun Metal
3/8 screw ... 6/6
1/2 screw ... 10/6
each.

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND NAVAL
BRASS FOUNDRY**

Original Patentees and Manufacturers of
**Cartland Patent Helical, Climax, Adjustable and
Reliable Door Springs**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.
Our new Catalogue, fully illustrated, mailed free on application to
Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

A good profit-maker for
your Auto-Accessory
Department.

ADAMSON Vulcanizers

FOR TUBES AND CASINGS.
The tire is repaired without de-
flating or removing it from the
car.

Absolutely automatic.

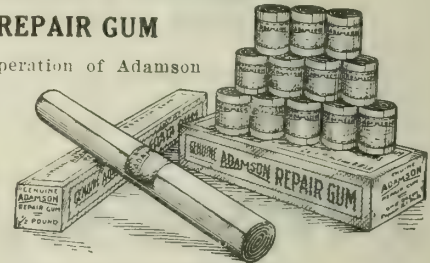
Place the patch—attach the vul-
canizer, put in gasoline—light it.
No further attention is required.
It can't burn, scorch or injure
tube or casings. It can't fail to
do its work. So simple anyone
can operate it.

Over 500,000 in use. Not a single
one has failed to give pleasing
results.

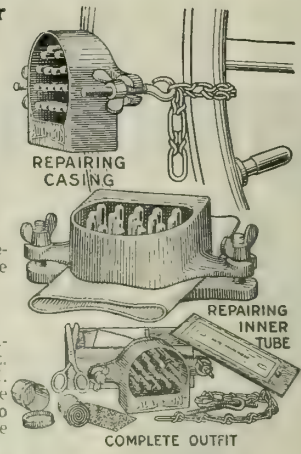
Saves 90% of "Tire Troubles."

ADAMSON REPAIR GUM

Essential in the operation of Adamson
vulcanizers to ob-
tain the best re-
sults. Its exclu-
sive qualities and
advantages are a
guarantee against
failure. No cement
is necessary.



ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.



Model "U"

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which
are not sold direct to consumers.

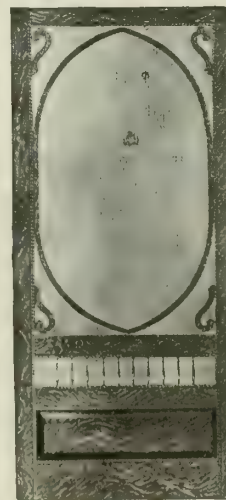
The **ONLY** firm who protects the Dealer
in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has
your interests at heart, and protects you in this way.

SCREEN DOORS

That Pull Big Business



Put the Sanderson-Harold Screen
Doors where they meet the eye
of your customers and they will
sell themselves. The construc-
tion and finish appeal strongly to
everyone.

Made of carefully selected, well
seasoned dry pine, by special up-
to-date machines.

Frames are held rigid by well-
glued dowels. Stiles and top rail
from 4 in. and bottom rail from
6 inch stock, finished 3/4 inch
thick.

Only the best grade of wire cloth
is used.

We also manufacture a high-grade
line of **WINDOW SCREENS**.

Write for full details on our complete line
of Doors and Screens.

The Sanderson-Harold Co., Ltd.
PARIS, CANADA

If interested, tear out this page and keep with letters to be answered.

CANADA SANITARY CAN

For Ashes
Garbage and
General
Purposes



2 sizes—14x15 and 15x17



2 sizes—16x22 and 18x26



3 sizes—16x27, 18x27 and 20x27

Strength and durability are something that everybody looks for in a garbage can.

YOU'LL FIND "CANADA" CANS GOOD SELLERS because they are reinforced with metal staves so as to withstand to the greatest possible extent the abuse to which such cans are subjected.

"Canada" Cans are sanitary. The inside is free from dirt-catching corrugations.

"Canada" cans are distinctly finished. They appeal to customers at first sight.

Sold by all leading jobbers.

J. SAMUELS

275 Queen St. West, Toronto

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Tough, Uniform

LONDON

THIS IS THE BEST LINE OF BAR IRON THAT YOU CAN BUY OR SELL.
Its uniformity of texture, toughness, and easy workability MEANS
HIGHLY PLEASED CUSTOMERS AND RE-ORDERS.
The grade is equal to the best and the price is as low as we can make it
without sacrificing anything of its quality.

London Rolling Mill Co., Limited, CANADA

Sales Agents: Manitoba—Bissett & Webb, Limited, Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

BAR IRON

Corrosion-resisting



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal.

If interested, tear out this page and keep with letters to be answered.

Arthur Stringer

Most versatile of Canadian authors, has just finished, in "The Anatomy of Love," a novel of Canadian life which combines rare drollery and whimsical humor with wholesome and satisfying romance. Mr. Stringer's brilliancy has never been more strikingly displayed than in this story, the first instalment of which appears in the June MACLEAN'S. To have secured the first rights to so important a novel is a notable achievement.

Agnes C. Laut

contributes another of her prophetic war articles—"Give America the Whole Truth." This is an examination of Germany's intrigues in the United States—a remarkable expose of Germany's aims and plottings in the Western hemisphere, written with an astounding knowledge of "inside" facts.

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggin'" and "The Convalescent."

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt"—a sketch of the camp, past, present and future.

MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock
L. M. Montgomery
Nellie McClung

H. F. Gadsby
Arnot Craick
Robert E. Pinkerton

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

MacLean's is \$1.50 a year. Remittance for yearly subscriptions need not accompany order.

JUNE NUMBER AT ALL NEWS STANDS **15c**

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

POSITION WANTED

EXPERIENCED MAN WANTS POSITION as manager for plumbing goods department. Thirty-three. Married. Box 282, Hardware and Metal. (22)

MARRIED MAN OF 35, WITH ABOUT 12 years' hardware experience, wants position in city or country. Apply Box 284, Hardware and Metal. (22)

WANTED AT ONCE—TWO EXPERIENCED tinsmiths and metal workers. Cochrane Hardware, Limited, Sault Ste. Marie, Ont. (22)

EXPERIENCED HARDWAREMAN IS OPEN for position as hardware or paint traveller. Will take position at once. Apply Box 285, Hardware and Metal. (tf)

WANTED — HARDWARE SALESMAN to take charge of Western Canada store. Must be thoroughly reliable and able to handle men. Will pay \$125.00 a month to start. Apply Box 286, Hardware and Metal. (23)

FIRST CLASS HARDWARE AND TINSMITHING business in good manufacturing town, with all factories busy. This stock is all in good shape. Stock at old prices. Reason for selling I want to don the colors. Stock, fixtures, tin-smith tools and runabout, \$7,000. Box 35, Kincardine, Ont. (24)

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (15) **ADDING TYPEWRITERS WRITE, ADD OR subtract** in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

Australia and New Zealand

A well-established representative house having its head office in Sydney, New South Wales, with branches in Melbourne, Victoria and Wellington, New Zealand, and covering the whole of Australasia at regular intervals with its representatives, is desirous of relations with Manufacturers in this Country in all lines except soft goods. Buying Agency preferred. Cash against documents here on London or at Port of shipment when practicable. Correspondence in first instance to "AUSTRALIA," c/o Box No. 922, G.P.O., Sydney, New South Wales, whence cable correspondence will issue.

MYERS HOUSE PUMPS



A MYERS HOUSE PUMP must be seen to be appreciated. They are handsomely finished and an adornment to any kitchen. They are constructed with a Patented Cog Gear Head and are 33 1/3% easier to operate than the old-style pumps.

We have a circular which shows Myers House Pumps in their actual colors. Write for this, it will show you their beautiful design and finish.

F. E. Myers & Bro.
Ashland, Ohio.

J. H. ASHDOWN HARDWARE CO., LTD.
Winnipeg, Calgary and Branches
LEWIS BROS., LTD., MONTREAL

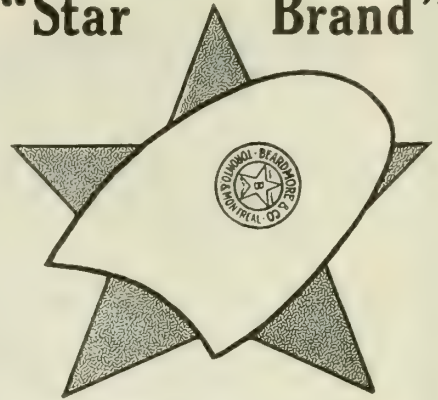
OWL BABBITT METAL

Will stand Pressure, Speed and Pounding. These qualities appeal to your customers.



Made in the West by
The Owl Metal Co., Ltd., Winnipeg

"Star Brand"



SOLES and Lifts

A line that will pay you big returns on your investment. The demand is consistent, because they give a service that is decidedly superior. They sell all the year round. *Guaranteed to outwear any other.*



BEARDMORE & CO.
Tanners
TORONTO and MONTREAL
CANADA



ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
Western Canada
TORONTO

If interested, tear out this page and keep with letters to be answered.

Make Your Local Advertising Pull More Business

Hundreds of Canadian hardwaremen are making their local advertising, their circulars and booklets pull more business for them, by using small electros to brighten up the reading matter.

We can supply you, just the same as we have these other hardwaremen, with these electros, at the small cost of 15c each. Every cut is mounted on wood ready for use when it leaves our office.

A few of the many electros we have in our assortment are shown on this page and if you wish sheets showing our complete list, drop us a card and sheets will be sent at once.



HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

143-153 University Avenue

TORONTO

MONTREAL

WINNIPEG

If interested, tear out this page and keep with letters to be answered.



Russell Jennings
Auger Bits

Two styles
of shanks,—
three threads for
boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

Arctic  **Metal**

FOR HIGH SPEED Try It. FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.


THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.

BEL-AIR DISPLAY STAND
MADE IN CANADA



Unequal for Hard-
ware display.
Shows the goods
to the best advant-
age.
Saves time and
space.
Send for catalogue
and price list.

Belair Tank & Tower Co., Ltd. Cor. Moreau & Ontario E. **Montreal**

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our
CUTLERY  **REGISTERED TRADE MARK**
By seeing that this exact
mark is on each blade. **GRANTED 1682.**

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

ELEY BROTHERS, LTD.
specialize in the manufacture of the following articles at
the lowest prices:

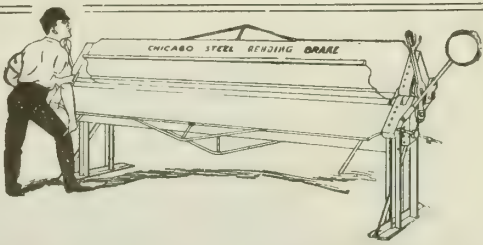
SHAVING STICK CASES
OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-
metal (nickel or silver plated), Aluminium and Jewellers'
Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the
most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 40

SO many of our hardware boys are now in khaki that merchants everywhere are experiencing a new difficulty. They find that their sales staffs are depleted in number and that inexperienced boys are taking the places of their trained men who have enlisted.

These young fellows have a lot to learn about the goods sold in a hardware store, and the terms employed in speaking of hardware. The easiest way for proprietors to train these new assistants, under present conditions, is to insist upon their studying each week's issue of Hardware and Metal, from cover to cover.

The advertising pages will be specially valuable, for they will give detailed information regarding hundreds of articles that the new clerks should know in order to develop selling efficiency.

J. G. L.



"The Ross Was the Whole Show"

Enclosing a photo of two bull elk shot with his Ross .280, Mr. Ralph Edmunds, of Idaho Falls, Idaho, writes as follows:

" This last hunt, the Ross (.280 High Velocity) was the whole show, although there were five other rifles along and they fired twenty shots to the Ross' one, and yet out of fourteen elk killed the Ross got eleven When that Ross bullet struck them they crumpled up like a pack of cards. . . . After it happened eleven times I knew it was not by accident they were killed so dead."

The Ross .303 Sporting Models, while not quite as powerful as the Ross .280, are high in favor with sportsmen and guides looking for a reliable and accurate rifle, comparatively inexpensive, whose ammunition is easily obtained.

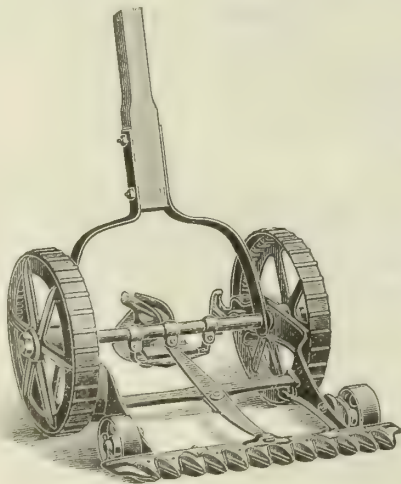
For target shooting no rifle excels the Ross .22 Cadet. It is strongly and carefully built and possesses surprising accuracy and power.

For catalogue, discounts, etc., write

ROSS RIFLE CO.

- -

Quebec



The "Clipper" Mower

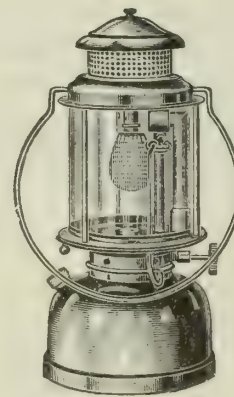
This Clipper Mower is built on the right principle. It will not kill the grass, as this mower does not touch the grass until it cuts it.

The cutter bar is directly in front of the wheels. The wheels on a "Clipper" will never roll down the grass, as do the wheels on other mowers. The small gauge wheels at the sides are set at the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground. In fact, we believe that this is the only lawn mower for you to sell.

Write for information, and prices and learn about our exclusive territory to dealers.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

If interested, tear out this page and keep with letters to be answered.

In a very short time you will have an unusually brisk Babbitt sale if you stock and boost

"Hoyt Frost King"

Its distinctive qualities form an insatiable demand everywhere. The user is sure to come back for more, and recommend it to his friends.

Without an equal for Saw Mills, Planing Mills, Threshing Engines, Traction Engines, Pumps, Rolling Mills and Pulp Machinery, and all classes of Stationary Engines.

ORDER FROM YOUR JOBBER; if he cannot supply you, write us.

OVER \$5,000,000 WORTH SOLD ANNUALLY.



HOYT METAL COMPANY

New York, N.Y.

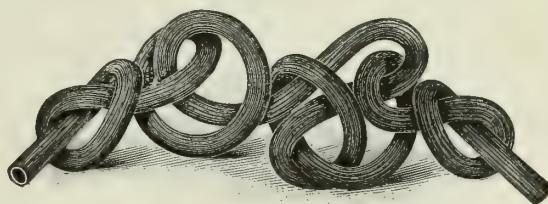
FACTORY AND OFFICES
EASTERN AVE. and LEWIS ST., TORONTO, CANADA

London, Eng.

St. Louis, Mo.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto

Montreal

Fort William

Winnipeg

Regina

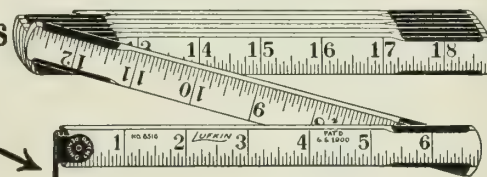
Saskatoon

Calgary

Edmonton

Vancouver

LUFKIN Spring Joint Wood Rules
WITH FOLDING HOOK
ENTIRELY NEW



WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS

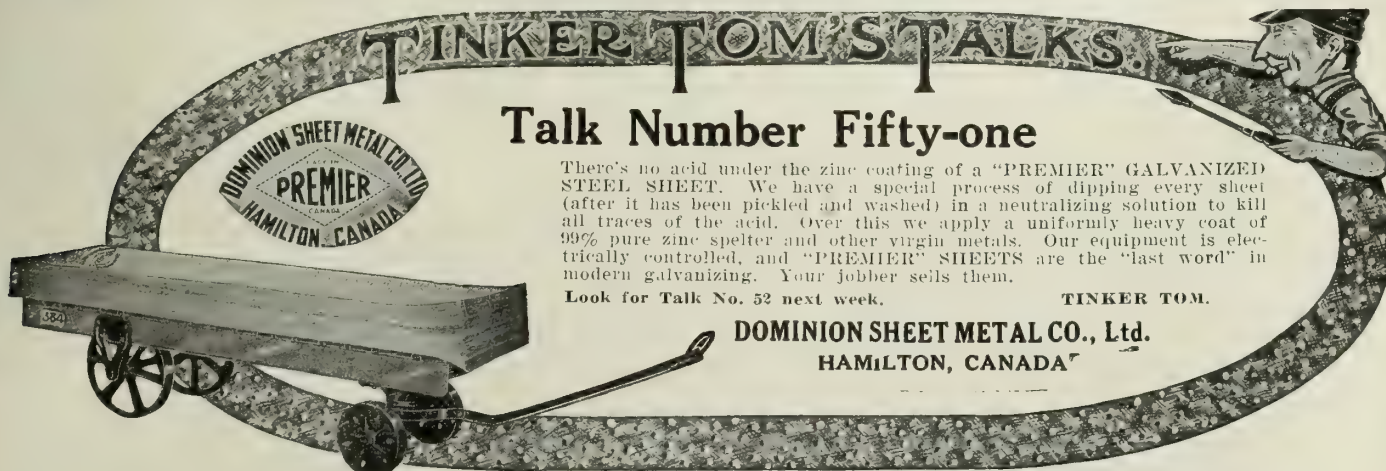
Talk Number Fifty-one

There's no acid under the zinc coating of a "PREMIER" GALVANIZED STEEL SHEET. We have a special process of dipping every sheet (after it has been pickled and washed) in a neutralizing solution to kill all traces of the acid. Over this we apply a uniformly heavy coat of 99% pure zinc spelter and other virgin metals. Our equipment is electrically controlled, and "PREMIER" SHEETS are the "last word" in modern galvanizing. Your jobber sells them.

Look for Talk No. 52 next week.

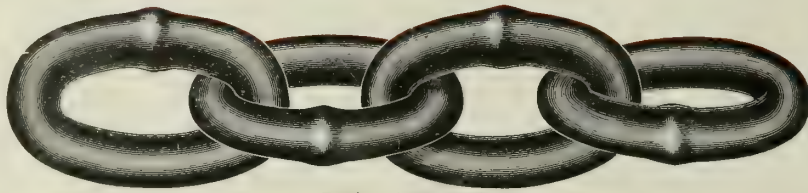
TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



McKINNON

Electric-
Welded



Electric-
Welded

(Design Patented)

Electric-Welded—Coil, Log and Boom Chain
All sizes to $\frac{3}{4}$ in. inclusive.

Every Link Proof-Tested and Inspected.

SWELLED-WELD



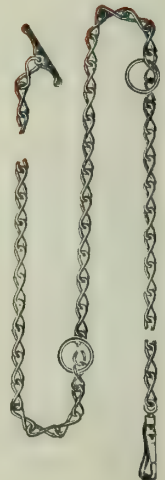
Cow Ties
All Styles and
Sizes



Electric-Welded Trace Chain
All Sizes, Lengths and Styles

*Ask Your Jobber For
McKinnon Chains*

CHAIN



Halter
Chains
All Sizes



Tie-Out Chain

Sold
by
Jobbers

MADE IN CANADA

Guaranteed
by
Makers

McKINNON CHAIN COMPANY

Sales Office and Factory:

ST. CATHARINES, ONT.

Featuring Motor Accessories and Sporting Goods

HARDWARE^{AND} METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 23

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

June 3

1916

QUALITY



ECONOMY

How Cement Builds Bigger Sales

Every time a bag of Cement is sold it opens the door to sales of other goods amounting to more than the price of Cement.

Let us show you the tremendous possibilities of increasing your profits.

Publicity Department

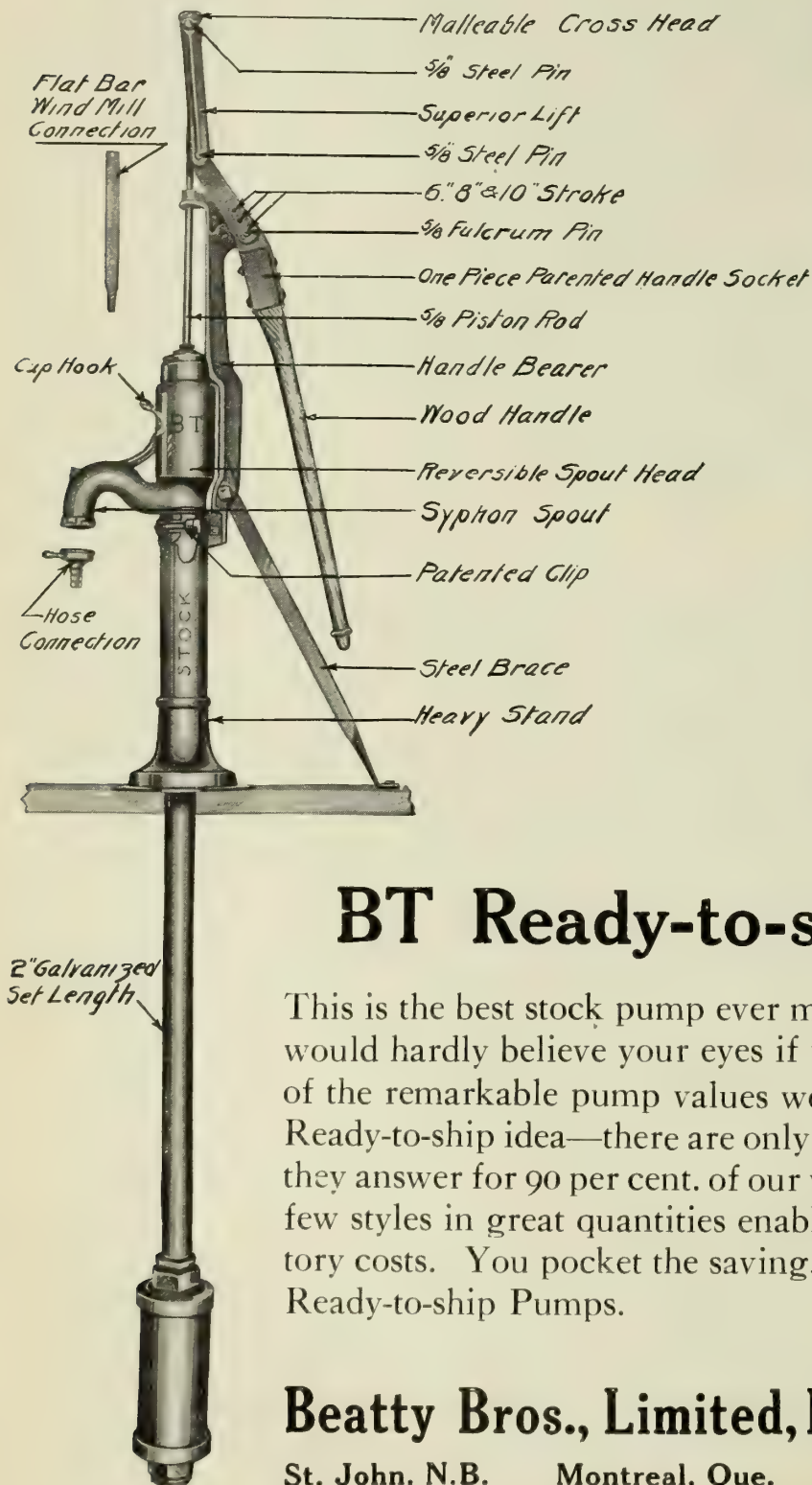
Canada Cement Company
Limited

399 Herald Building, Montreal

PERMANENCE

SATISFACTION

Pump Pointers for a Hardware Man



Here's the best pump ever sold in Canada. Note that the cross head is malleable, not cast. Handle pins are very large. There are three strokes, each an inch larger than other pumps. Box-shaped handle socket in which the handle never loosens. Patented clip that makes a rigid connection between spout and stand, taking the strain off the handle bearer. At the same time the spout head is reversible and can be removed to give the advantage of an exposed connection. Set length is galvanized. The spout is 2-inch.

This is a Stock Pump, with 5-inch cylinder. It will pump from 1,700 to 2,000 gallons in an hour. It takes the place of the old wooden pump on the farm.



BT Ready-to-ship Pump No. 5

This is the best stock pump ever made. The price is so low that you would hardly believe your eyes if we printed it. It represents only one of the remarkable pump values we are able to offer you as a result of the Ready-to-ship idea—there are only 7 of these Ready-to-ship Pumps—but they answer for 90 per cent. of our well pump business. Turning out a few styles in great quantities enables us to cut labor costs and other factory costs. You pocket the saving. You can make money selling BT Ready-to-ship Pumps.

Beatty Bros., Limited, Head Office, Fergus, Ont.

St. John, N.B.

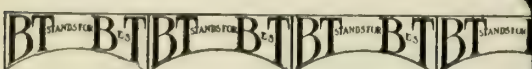
Montreal, Que.

Winnipeg, Man.

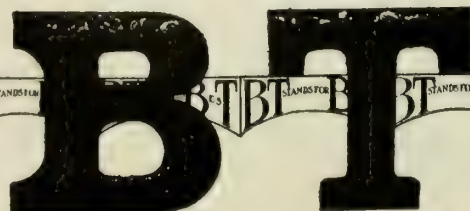
Edmonton, Alta.

Manufacturers of Pumps, Churns,

Washing Machines, Ladders,



Hay Tools, Pipe and



Barn Equipment.



**"P.&W.
Co."**

SMALL TOOLS

**PRECISION
QUALITY
DELIVERY**

Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

Mr. Hardwareman :

One of the best chances you have to increase your profits this year is in Automobile Hardware. Here are

Three Winners

No. 501—TIRE SAVERS.—Every car needs them every night. List \$6.00, Retail \$4.50

No. 100—CRACKER JACK.— Simple, strong. Sells for \$1.60. Has no equal under \$3.00. List \$2.10

No. 297—SHOCK ABSORBER.— Every Ford car needs them. List \$11.00. Retail \$8.00.

Write
Us
To-day

You can sell one or more of these three to every car owner in your town.

GET BUSY.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hick-
ory, nicely finished.

All leading Jobbers stock
them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

The Means to the End of a Perfect Wash Day

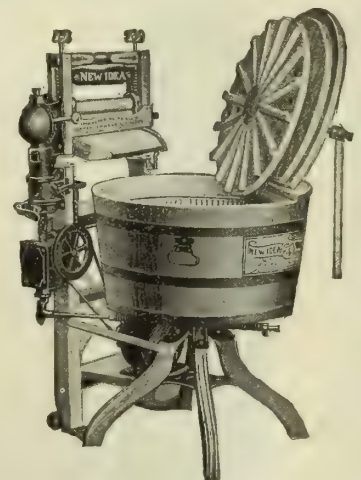
NEW IDEA ELECTRIC Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The

Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.



IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

THE UNIVERSAL TRADE - MARK MEANS EXTRA SELLING VALUE

Many important details of construction that do not readily appear to the eye and other special conveniences of design are bought by the customer when he asks for

UNIVERSAL VACUUM BOTTLES

The value of the Universal trade-mark to the average purchaser is found in the fact that where this name is seen confidence is felt that the quality of construction is the best that is to be had in this line. It is possible for no one to determine the lasting qualities of a bottle in advance.

The one easy and sure way of doing this is to look for the word Universal on the bottle. This the public is doing in increasing numbers due to the extensive advertising on the Universal name.

Universal Vacuum Bottles and accessories are made in every form and size for home and outing use.

For prices, write your jobber or direct to us.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

Canadian Representative: A. MacFarlane & Co., Montreal



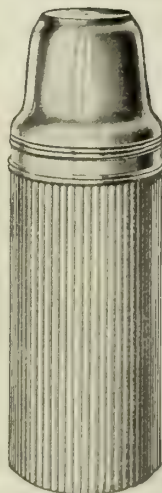
UNIVERSAL
Vacuum Pitcher
No. 9822



UNIVERSAL
Vacuum Pitcher
No. 842



UNIVERSAL
Vacuum Bottle
No. 82



UNIVERSAL
Vacuum Bottle
No. 592



UNIVERSAL
Carafe and Carrier
No. 391822

If interested, tear out this page and keep with letters to be answered.

Cabinets of Silver-Plated Ware

SUGGESTIONS FOR JUNE WEDDINGS

If your stock is not completely up-to-date, our large and carefully-selected lines are at your immediate disposal.

SILVERWARE

Wm. Rogers & Sons
 "1847" Roger Bros.
 1835 R. Wallace & Sons
 "Oneida Community"
 Etc.



**Carvers
in Cases**

**Pearl
Cutlery**
 of every
description

105 PIECE ASSORTMENTS

In Cabinet having Drawers, Deck and Tray, as shown in illustration above

12 Small Tea Spoons	12 Medium Knives	1 Sugar Shell	1 Cold Meat Fork	1 Cream Ladle
12 Regular "	12 " Forks	1 Butter Knife	1 Sugar Tongs	1 Gravy Ladle
12 Dessert "	12 Dessert Knives	1 Berry Spoon	1 Pie Knife	1 Salad Fork (Large)
12 Table "	12 " Forks			

52 PIECE ASSORTMENT

In Cabinet having Drawer and Deck

12 Tea Spoons	6 Solid Hdl Med. Knives	6 Med. Forks
6 Dessert "	6 " " Dessert Knives	6 Dessert "
6 Table "	1 Butter Knife	1 Sugar Shell
	1 Cold Meat Fork	1 Berry Spoon

86 PIECE ASSORTMENT

In Cabinet having Drawer and Deck

12 Tea Spoons	12 Solid Hdl. Med. Knives	12 Dessert Forks
12 Dessert "	12 " " Dessert "	1 Butter Knife
12 Table "	12 " " Med. Forks	1 Sugar Shell

*Write in for prices, or tell our Salesman your wants.
 We will ship promptly.*

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
 RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
 SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

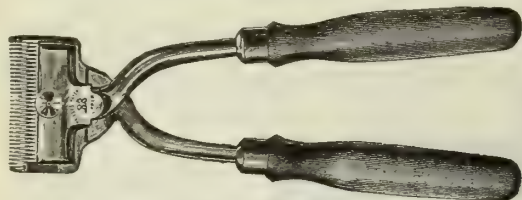
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PRIEST'S HORSE and TOILET CLIPPERS

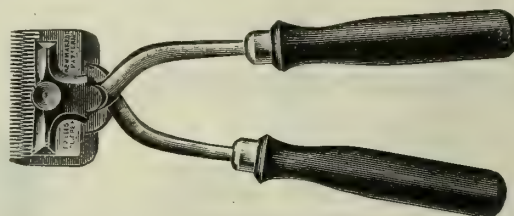
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

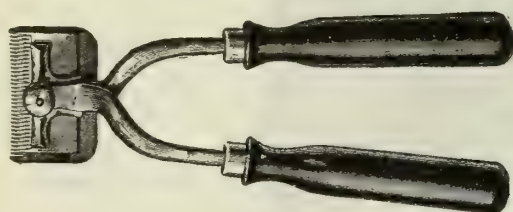
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

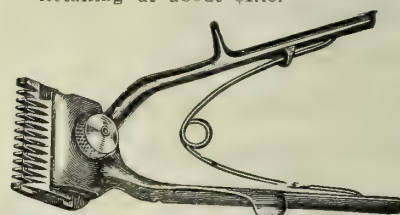


NEW MARKET PATTERN
Retailing at about \$1.75.



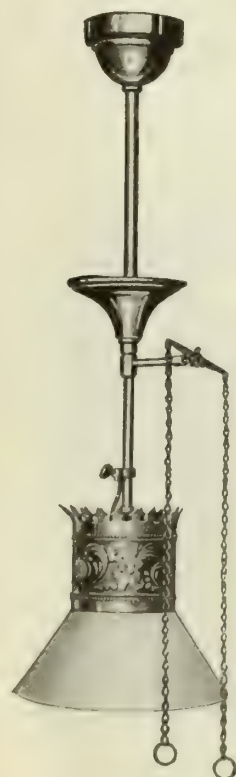
LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City



THE Wonder Lamp

is the latest and handiest ever placed on the market. It produces a clear, bright, white light of 500-Candle Power for less than 1-3 of a cent. per hour.

Get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match, very convenient. Fully guaranteed.

Local Merchant Agents wanted everywhere.

Write now and get an independent plant at cost.

MacLaren Light Company
MERRICKVILLE, ONTARIO

If interested, tear out this page and keep with letters to be answered.



New
TRADE MARK
Starrett
REG. U.S. PAT. OFF.
Catalog
Will Bring
New
Business

THE new Starrett Catalog is now ready. It contains many new numbers that will interest every machinist, engineer, manufacturer.

Several of the tools previously listed have been improved in design. Every mechanic should have a copy of this 336-page

catalog and every one having an old one should replace it, because the prices in previous catalogs have been changed.

We are advertising this new catalog, No. 21-MA telling mechanics to ask their dealer or write direct. This will bring you new customers for Starrett Tools.

The L. S. Starrett Co, Athol, Mass.

"The World's Greatest Tool Makers"

London

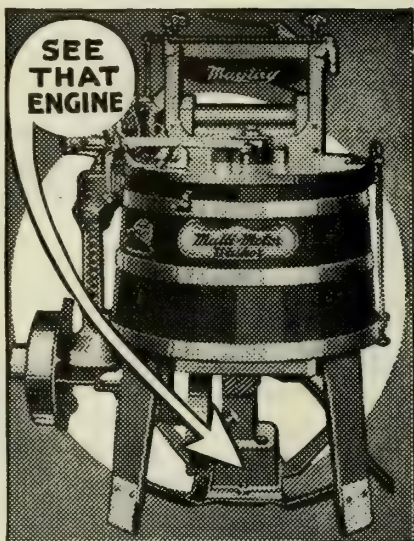
New York

Chicago



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The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.

Logan and Arlington, WINNIPEG, MAN.

SELL MORE FILES



For many years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point."

The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

This increase is so great that to-day we supply 90% of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90% of the file business in your locality? If you did not, you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Philosophy" and our Trade Catalogue.

Nicholson File Company

Port Hope

(Jobbers Everywhere)

Ontario



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Plymouth + Plan = Profit

Consider this Plymouth Rope window display.

Installed by the Larimore Hardware Company of Oklahoma City and intended to be run for two weeks, it made such a hit it was kept in for six.

The reason? A collection of over seventy knots, hitches and splices, well displayed and labelled; the offer of a safety razor to any one who could tie, name and give the use of any knot unlike those featured; a fine showing of Plymouth Rope and of Plymouth display advertising (furnished by us free).

The result? Well, read this from W. King Larimore:

"We have never had a display that attracted more attention and caused more discussion. Hardly a day passes that several persons do not try for a razor, besides innumerable ones who come in to ask questions concerning the knots and the rope displayed. It has greatly increased our rope business and been invaluable in fixing us in the buyers' minds as Plymouth dealers."

And only four safety razors changed hands.

Sound rope and sound merchandising make a winning combination.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS.

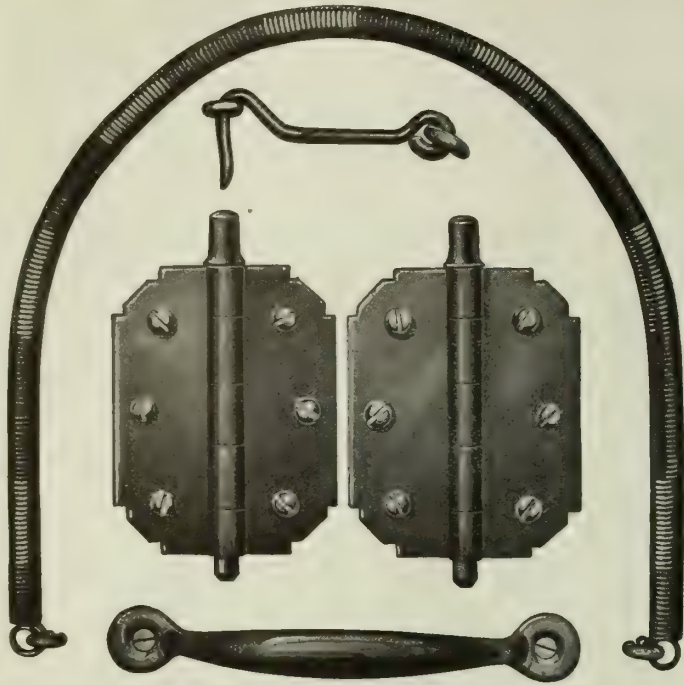
WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA

CANADIAN AGENTS





No. 175 SCREEN DOOR SET

Order Your Hardware
for Screen Doors

NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

"W. & B." Drop FORGINGS

W We make a specialty of the highest grade Drop Forgings. Our exceptional capacity and equipment insure accurate forgings and prompt delivery.

The
**Whitman & Barnes
Manufacturing Co.**

Established 1854

St. Catharines, Ontario

Send us Blue Prints on Special Forgings, three pounds and under in weight, and permit us to estimate on your requirements.

If interested, tear out this page and keep with letters to be answered.



Quality

Service

The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited



HAMILTON TORONTO

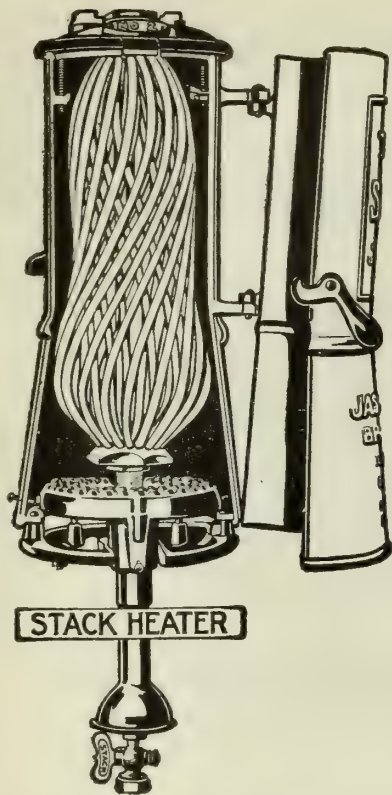


MONTREAL

WINNIPEG



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STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

There were 18 different Heaters tested under practical conditions, the conditions being the same for each Heater.

The STACK proved the best in every test.
The STACK heated the water quickest.
The STACK heated the water hottest.
The STACK heated the most water.
The STACK showed the highest efficiency.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

Wrought and Steel Plate **WASHERS** OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooper

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario



If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Die-Stamped Eavetrough Saves You Money!



Special—Now Booking for Balance of Season

We will book you at to-day's prices for your requirements up to August 31st next. Present prices are far below values based on market costs and we advise immediate booking.

Our Die-Stamped Trough will save you labor and solder at every joint and we guarantee the seam on our pipe never to spring open. Try them—you will like both of them.

Price Guaranteed Against Decline



M.R.Co. Pipe is Straight and True with a Wide, Tight Seam

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

STAINLESS TABLE I·XL CUTLERY

Manufactured by

GEO. WOSTENHOLM & SON

4618T



4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE

A. MACFARLANE & CO., Montreal, Canadian Representatives

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen
Wire Cloth is a very profit-
able and satisfactory one.

It is quality through and through,
and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

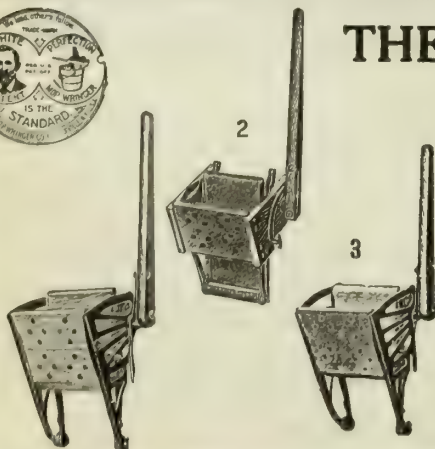
**CANADA WIRE & IRON
GOODS CO.**

Hamilton, Ont.

Eastern Representative:

H. E. O. BULL

184 Mance St., Montreal, Que.



THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and
perfectly.

Hundreds of thousands of them already in use, and
our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.

FULTONVILLE, N. Y.



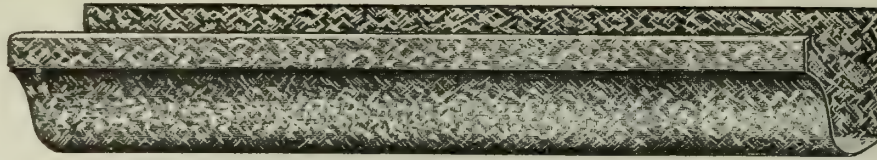
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the NEW-STYLE ranges with enamel splash backs and door panels—and with Glass Doors; Lighter Day High Oven Ranges; the kind of ranges that modern women demand are shown in this NEW CATALOGUE just off the Press.

To secure a copy send a line to

CLARE BROS. & CO., LIMITED
PRESTON, ONTARIO



OUR EAVES TROUGH AND CONDUCTOR PIPE

LOOK RIGHT, FIT RIGHT and ARE RIGHT

Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Etc., and Corrugated Iron

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

WHEELER & BAIN

179 KING STREET EAST
108 GEORGE STREET

TORONTO



Exterior View

The "Handy" ICE PICK

is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

SAVES ICE

The "Handy" has an exclusive feature in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means waste.

We offer you this wonderful little pick with attractive display box.

It's a dandy seller and a good profit maker.

Write for full details.

John Chatillon & Sons
New York City



Interior View

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

THE AMALGAMATED ELECTRIC CO. OF CANADA

SUCCESSORS TO HUBBELL ELECTRICAL SUPPLY CO.

SATISFACTION

Distributors of

GUARANTEED

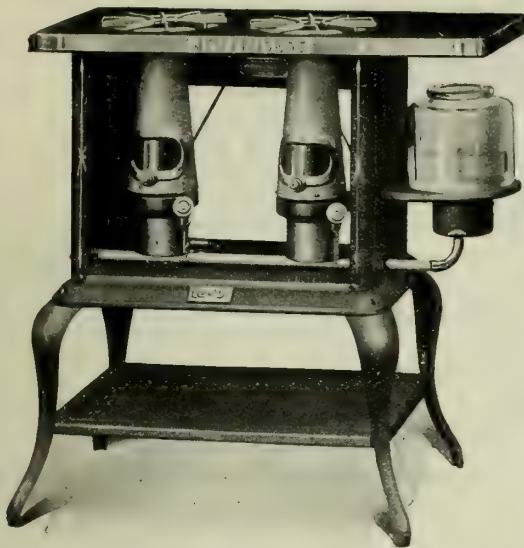
SUN-RAY

CARBON
TUNGSTEN
NITROGEN

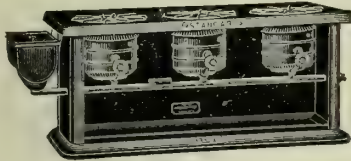
LAMPS

THE AMALGAMATED ELECTRIC CO. OF CANADA, 75 BAY STREET, TORONTO

If interested, tear out this page and keep with letters to be answered.



The New Process



The Standard

DAVIDSON'S FOR Gasoline and Oil Stoves

The New Process Blue Flame Oil Stove can be supplied in the two or three-burner style, with long or short chimney.

These stoves are equipped with glass tanks. They require very little care and attention and are guaranteed as to their efficiency.

They consume a minimum amount of fuel.

Standard Wickless Blue Flame Oil Stoves

An inexpensive stove, simple and easy to operate. Produces a Smokeless Blue Flame of intense heat.

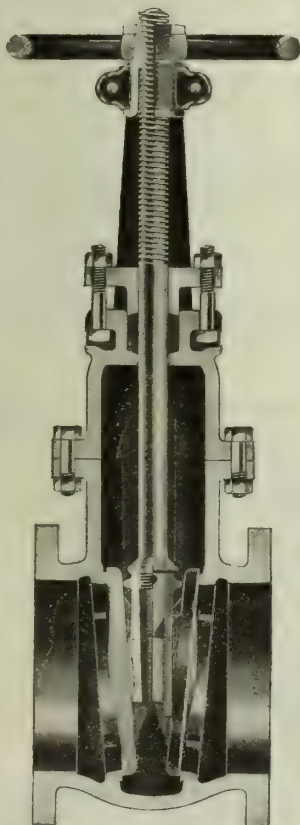
Made in one, two and three-burner style.

The Thos. Davidson Manufacturing Company, Limited

Toronto

MONTREAL

Winnipeg



Sectional View.
Fig. 404.

JENKINS BROS'.

TYPE "K"

Standard Pattern, Iron Body, Bronze Mounted

GATE VALVES

Suitable for 125 lbs. working steam pressure; 175 lbs. working water pressure.

THE closing mechanism is a leading feature in these Valves. In the arrangement of the Disc there is employed a combination of the solid-wedge and the split-wedge principles, producing a mechanism which is unequalled for ease of operation and perfect closing. The Discs ride on guides cast in the Valve Body and are carried on a spindle nut so constructed as to act as a wedge at the point of closing.

There is a Ball and Socket Bearing between each Disc and the Spindle-Nut, allowing a certain amount of flexibility—permitting the Discs to seat perfectly, even should there be an obstruction to one of the Discs or a slight derangement of the angles of the seats, due to abnormal strains in the pipe lines.

Unlike the solid-wedge type, the Discs cannot jam in the Valve Body, for the first movement of the Spindle loosens the Discs, and the guides in the body remove them from the Seat-Faces.

Approved for use in the Provinces by the Departments of Public Works.

Write for Catalogue 8.

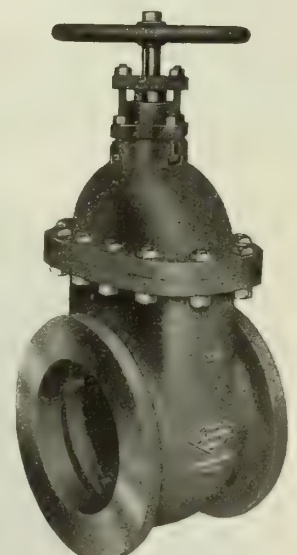
Jenkins Bros., Limited

103 St. Remi Street

Montreal



Jenkins Bros.



Outside View.
Fig. 402.

If interested, tear out this page and keep with letters to be answered.



MASONS SIX-GLASS PLUMBS AND LEVELS

These Levels have two Level Glasses and four Plumb Glasses so arranged that no matter how the tool is taken up, one or more of them are available with which to level or plumb.

Each Glass is set solid in a metal case, which case is screwed into the level stock—a very much more satisfactory arrangement than were the glasses set directly into the wood.

The Glasses are protected on both sides of the stock by a glass disc which serves not only to protect the glass from breakage, but keeps dirt and moisture from the openings. Made in two lengths, 42 and 48 inches long.

THESE ARE NEW TOOLS—SEND FOR FURTHER DETAILS.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

A Money-Making Line

Examine a "Keystone" Dandy or a Stable Brush and you will understand why your customers come back for more. All

"Keystone" Stable Brushes

are well filled with tough material, fastened to stay in backs that won't break. You make immediate profits and build up for future business with this line.

Write for prices, etc.

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

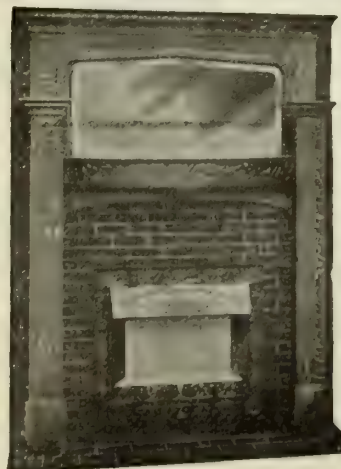
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

MADE IN CANADA

BLUESTONE
(SULPHATE OF COPPER)

MONTREAL CHEMICAL WORKS

John Cowan Company, Limited
191 Common Street, Montreal



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

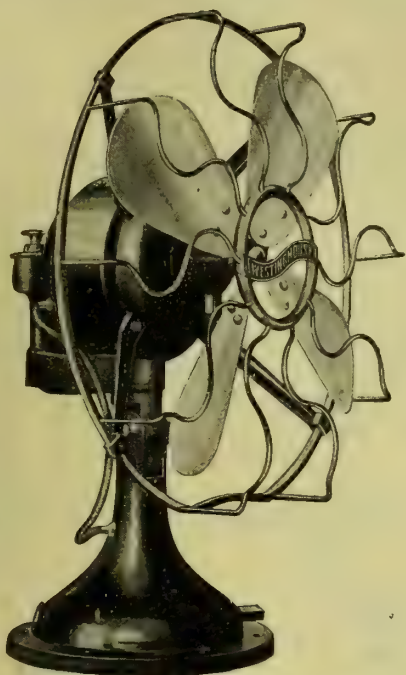
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



If interested, tear out this page and keep with letters to be answered.



Mechanical Oscillator, Desk and Bracket.

Summer Lines that Spell P-R-O-F-I-T-S To the Live Hardware Dealer *Northern Electric* Westinghouse Fan Motors

Fan time is almost upon us. Have you a good stock of Westinghouse Fans—the kind that always give a brisk, cool breeze? There is a complete line to select from.

8", 12" and 16" Desk and Bracket; 12" and 16" Six-Blade Desk and Bracket; 12 and 16" Oscillating Desk and Bracket; Telephone Booth; Stationary and Gyration Ceiling; Floor and Counter Column; Railway Type, etc.

Now is the time to make your contract for the season. We help you with sales helps, literature, newspaper copy and cuts, etc.



Northern

Dry Batteries and Ignitors

At this time of the year, when new buildings are going up all over the country, and the roads and waterways are alive with automobiles and motorcraft, there is a big demand for dry batteries and ignitors.

"Northern Six" Dry Batteries have the reputation for containing more stored-up energy than any other battery on the market. This means they will last longer. This is the logical battery for door bells or for any other domestic or commercial purpose.

"Northern" Ignitor Batteries are just cram full of hot, blue sparks—just the thing for motor car, motor boat or gas engine. They are made in three sizes, known as "Six," "Seven" and "Eight." All are of the same high efficiency.

"Northern" "Sure-Spark" Batteries are the most convenient form for ignition purposes. Their qualities of being Powerful—Compact—Waterproof—Portable—have made them big sellers in the motor trade.

We carry fresh stocks of all "Northern" Batteries at each house ready for immediate shipment. Get in touch with our nearest house, and be prepared for the summer rush.



Northern Electric Company LIMITED

MONTREAL HALIFAX TORONTO WINNIPEG
REGINA CALGARY VANCOUVER

If interested, tear out this page and keep with letters to be answered.



A typical small town Hardware Store, but it gets the business. Are you getting your share?

Autoists have long ago learned that a Bowser "Sentry" Pump is

The Sign of a Progressive HARDWARE STORE

the same as a clock, out in front, calls attention to the jewelers, or the striped pole signalizes the location of a barber shop.

In addition to their advertising value,



outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

The "Red Sentry" Equipment illustrated above is only one of the many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

S.F. Bowser & Company, Inc.

66-68 Fraser Avenue
TORONTO, ONT.

Sales Offices in all Centres and Representatives
Everywhere.

G-1

Presto Electric Bicycle Lamp

Attractively made, easy to attach, simple to operate, Presto Electric Bicycle Lights are made in four different models, with 3" and 4" Reflectors, also with either single cell or double cell battery containers. Presto Lamps are all big sellers and carry reasonable

prices, allowing a good margin of profit for you. Now is the time to display Presto Electric Bicycle Lamps. Presto Lamps are profit makers and trade builders. Write to-day. For Sale by Canadian Jobbers. Manufactured by

Metal Specialties Mfg. Co.
734-738 W. Monroe St., Chicago, Ill.

Dealers and Jobbers:

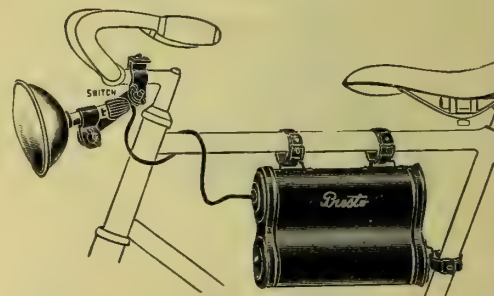
We also manufacture the complete Presto line of automobile specialties.

Distributed by
Ontario—W. B. Morris, 16 King St. Toronto.

Quebec and Maritime Provinces—H. Wheeler, 19 Phillips St., Montreal.

Manitoba, Alberta and Saskatchewan—W. S. Mussett Co., Winnipeg.

British Columbia—A. F. Chambers, 18 Fairfield Bldg., Vancouver, B.C.



Presto Electric Bicycle Lamp No. 1082.

Progressive Hardware Dealers nowadays are selling Automobile Accessories

and consider the Edwards Line the Best on earth.

WE ARE POSITIVELY HEADQUARTERS IN CANADA FOR ACCESSORIES FOR FORD CARS.

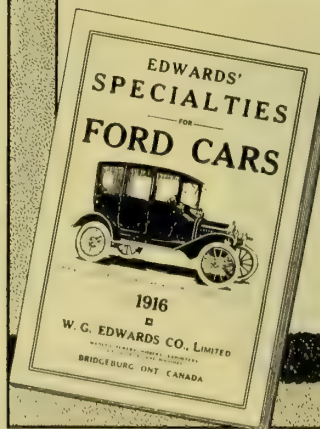
Every article we send out has been thoroughly tried out and is backed by a money-back-if-not-satisfactory guarantee that absolutely protects you and your customers.

You'll never realize how much money you are losing by not handling auto accessories till you have tried the Edwards line.

Give us the opportunity to show you. The demand is created. Sales are at your door.

Send for this Book.

OUR SERVICE IS QUICK AND EFFICIENT, AND OUR PRICES ARE LOWER THAN ELSEWHERE.



**W. G. Edwards Co.
Limited**

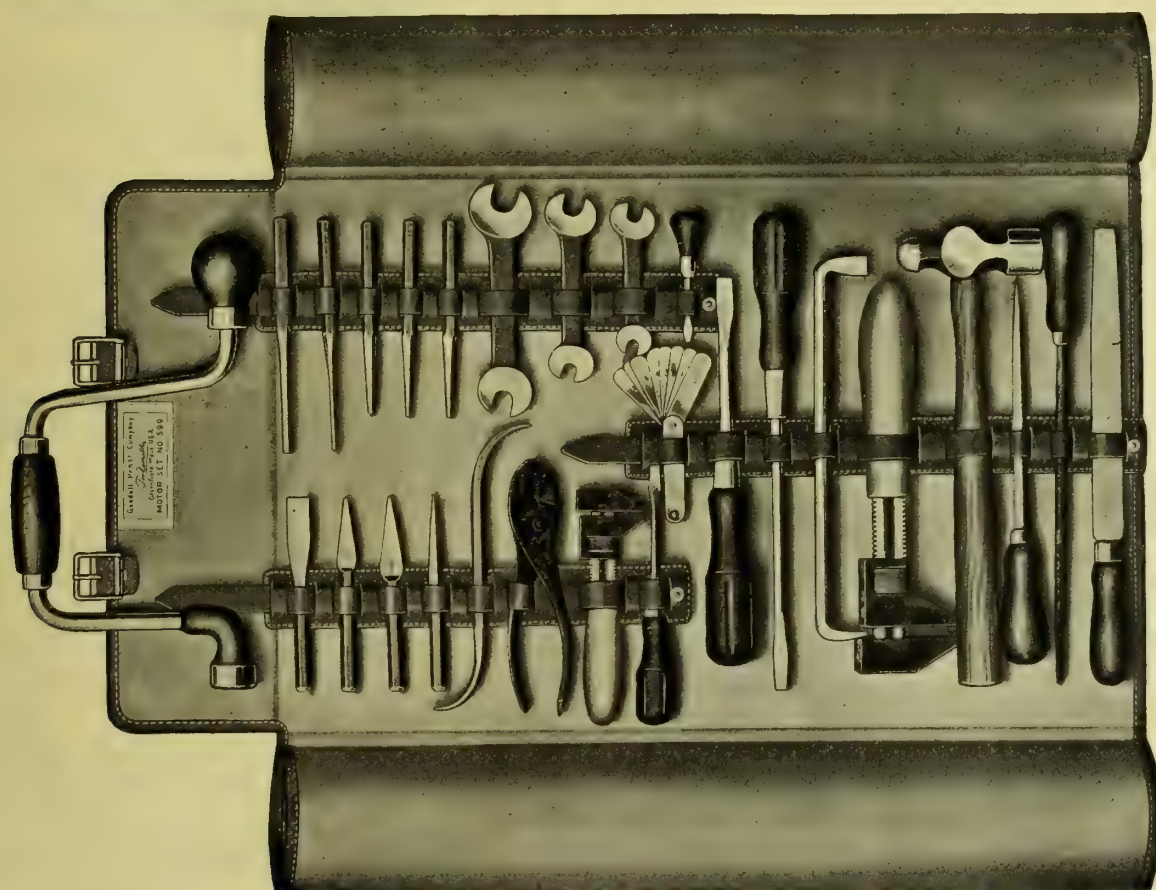
Manufacturers, Jobbers,
Exporters, Auto Supplies
and Polishes.

Bridgeburg, Ontario

If interested, tear out this page and keep with letters to be answered.

GOODELL PRATT

1500 GOOD TOOLS



MOTOR SET No. 599

This Motor Set contains 27 Good Goodell-Pratt Tools in an extra strong canvas case. It is only one of three new Goodell-Pratt Motor Sets, and we believe that they are the first sets of the kind to contain an assortment of all first class tools.

List Price of Motor Set No. 599.....\$13.00

30 other good tools are shown in our Catalog Supplement. Have you a copy?



GOODELL-PRATT COMPANY

GREENFIELD

Toolsmiths

MASS., U. S. A.





"Hello, Johnson's store? I'd like to try that DU PONT HAND TRAP you have in your window. I'll get some of the boys together and we'll take it to the camp."

RENT HIM THE

DU PONT

Hand Trap

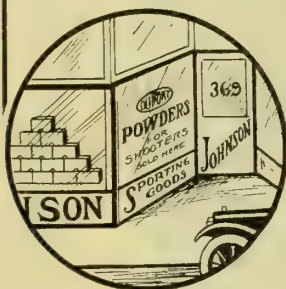
for a trial at the club, in camp, on the boat, or near the sportsman's home. Every rental means more profit on the trap and a sale of shells and targets.

Get Him Started in the Game

Put a trapshooting supplies' trim in your windows. Catch the public eye. Tie your store to our promotion of trapshooting. Start the guns to working renting the HAND TRAP is a "sure shot" scheme. TRY IT. Busy guns put dollars in your tills.

Order Du Pont Hand Traps of Dominion Cartridge Co., Montreal.

For window cards and trapshooting promotion helps, write to Sporting Powder Division.

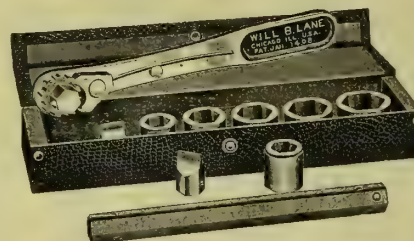


E. I. du Pont de Nemours & Company
Wilmington, Del., U.S.A.

"You're welcome to the trap. Come in and we'll fix you up for the shoot."



LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to $\frac{5}{8}$ in.

WRITE FOR PRICES.

WILL B. LANE, 180 North Dearborn Street CHICAGO ILL.

Carried in stock by: Lewis Bros., Ltd., Montreal; Marshall-Wells Hdw. Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton; J. S. Mitchell & Co., Sherbrooke; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance, Ltd., Hamilton; Wood, Vallance, Ltd., Toronto; Wood, Vallance & Lewis, Calgary.



Every Automobile Owner Wants Protection Against Accidents

Every Ford Owner is a good prospect for a LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

Line, Hansen & Kimball Co.
50 High Street - Moose Jaw, Sask.

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

If interested, tear out this page and keep with letters to be answered.

Dealers Who Value Co-operation Will Appreciate



Iver Johnson
Hammer Model

The Iver Johnson campaign for price maintenance—to prevent price-cutting on Iver Johnson Safety Automatic Revolvers—to secure to the dealer a legitimate profit on every Iver Johnson sale.



Iver Johnson
Perfect Grip Model

Our uniform trade prices—a policy of fairness to every Iver Johnson dealer—an equal opportunity for all.

Iver Johnson prices, moderate and within the reach of every one desiring a high-grade, dependable weapon.

Iver Johnson advertising which has created hundreds of thousands of sales for Iver Johnson merchants.

Are you getting your share of Iver Johnson business?

Is your store a link in the great Iver Johnson system?

If not, write to-day for full particulars, and let us send you free of charge a supply of Iver Johnson sales helps.

Iver Johnson's Arms & Cycle Works

350 RIVER STREET, FITCHBURG, MASS.

Manufacturers of Iver Johnson Champion Shotguns, Bicycles and Motorcycles



Iver Johnson
Hammerless Model



SHAKESPEARE

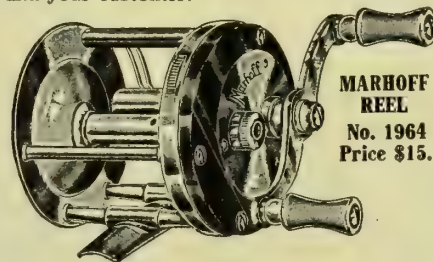
Fine Fishing Tackle

Direct from Manufacturer

The Shakespeare Factory-to-Dealer Policy under a popular and absolute one price sales plan, gives the dealer two big advantages—direct service and low factory cost—with the responsible manufacturer's unqualified direct guarantee protecting you and your customer.

LEVEL WIND REELS—Patented

Anglers agree that only by using a good Level-Wind Reel is casting really and fully enjoyed. The line is laid smoothly and evenly so that every cast is free and certain. No line troubles — no back lashing — watch the fish instead of the reel when "playing" or winding in. Just the thing for night fishing.



MARHOFF
REEL
No. 1964
Price \$15.

Shakespeare quadruple level-wind reels are made of high class material, accurate as a watch, guaranteed. Prices \$7.50 to \$35.00

RODS, REELS, LINES, BAIT, FISHERMEN'S SUPPLIES

Fine hand made Split Bamboo **RODS**—all styles, lengths, weights and prices. **REELS**—accurate to 1-1000 of an inch, every model, purpose and price. **LINES**—made of the finest quality pure silk, linen or cotton—each for its purpose. No better lines made. **BAITS**—Plugs, spoons, bucktails, flies, etc. "Baits that catch Fish." **SUPPLIES** of every description—practical articles needed in every fisherman's kit. We are complete outfitters in Fishing Tackle, having the finest up-to-date factory equipment designed to meet the ever increasing demand for Shakespeare "Honor Built" products and to give you the best possible service. We invite you to investigate this successful line.

Write for Catalog No. 20 H

Shakespeare Company
KALAMAZOO, MICHIGAN, U.S.A.

Dealer Representatives Wanted

If interested, tear out this page and keep with letters to be answered.

FRANCO



FLASHLIGHTS

Everybody Needs Franco Flashlights

The demand for Franco Flashlights is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed. Exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker, and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

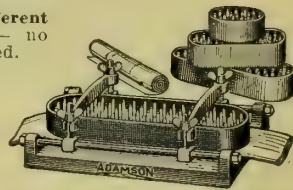
INTERSTATE ELECTRIC NOVELTY COMPANY
OF CANADA, Limited
220 King Street West, Toronto, Ontario

Saves 90% of "Tire Troubles"

ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS.

The Adamson operates different from all other vulcanizers — no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES. AS WITH OTHER VULCANIZERS.



With our model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

While this vulcanizer is just beginning to be pushed in Canada it is by no means new. There are over 500,000 in use—several times more than all other makes combined.

ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure. No cement is necessary. "It makes repair work a pleasure."

CIRCULAR GIVING FULL INFORMATION YOURS FOR THE ASKING.



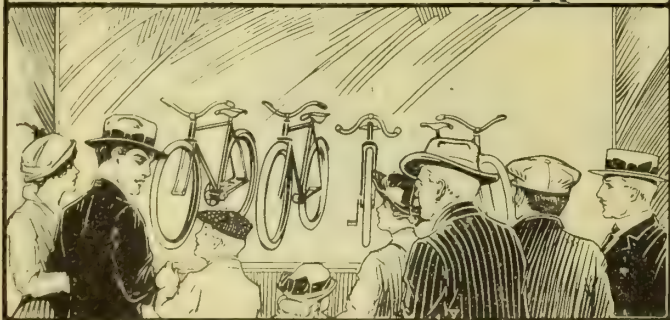
Made in Canada

ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.

Does Your Store Window Attract Attention Like This One?

Put in a display of HYSLOP BICYCLES and it will attract and bring business to you.

Bicycles, Hardware & Supplies



There will be a great many Bicycles, Bicycle Parts and Sundries sold during this season. Get your share of this profitable business. Handle HYSLOP BICYCLES and Bicycle Accessories.

Send for Catalogue and Dealers' Proposition.

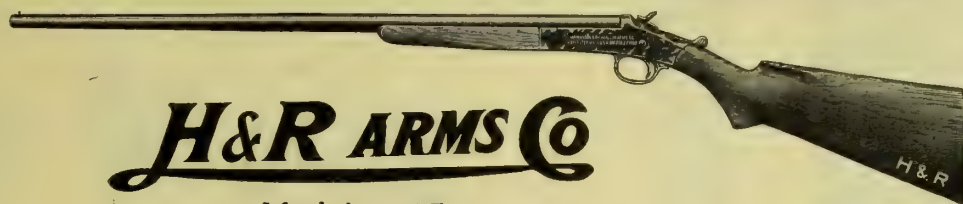
HYSLOP BROTHERS, Limited
Shuter and Victoria Sts. Toronto. Telephone M 5742

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—*Galveston News.*

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel

28 Gauge, 26 or 28 inch Barrel

.45 Caliber, 26 inch Barrel

.44 Caliber, 26 inch Barrel

.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

AUTOMOBILE ACCESSORIES

Salesrooms, Offices and Warehouses

147-149 Chambers Street—
NEW YORK, U. S. A.—
129-131 Reade Street

Address All Mail to Main Office,
149 Chambers Street

Send for our two net price Catalogues—one for Automobile Accessories only and one for Mechanics' Tools, Cutlery and House-Furnishing Goods.

New Special 1916 Catalogues will be sent on application.

Write for yours Now.

CHAS. WEILAND, Inc.

Established 1882

Cap. Stock: \$750,000



WHOLESALE EXCLUSIVELY

AUTOMOBILE ACCESSORIES

Factories: 378-380 W. Broadway
and 375-377 W. Broadway,
New York City

WHOLESALE EXCLUSIVELY

Manufacturers, Importers and
Factory Representatives

NOTICE

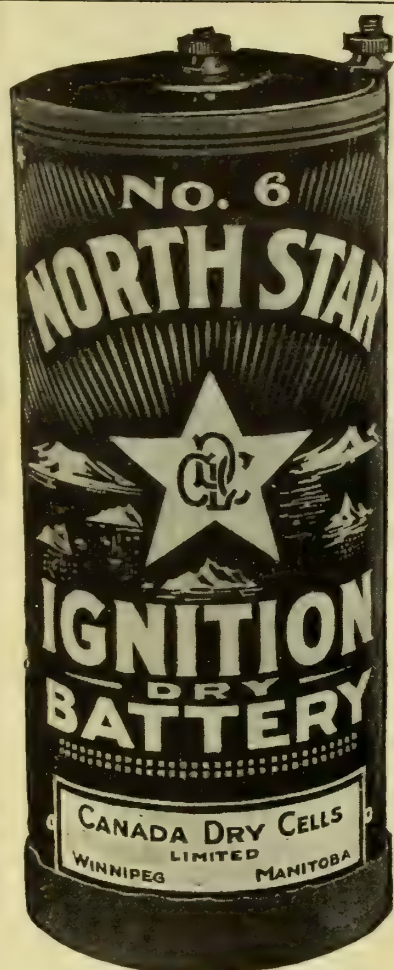
Special Net Prices on Standard Brands on Seasonable Lines of Hardware, Cutlery and Mechanics' Tools. We Carry at All Times a Full Line of Hotchkiss Barber and Horse Clippers. All Sizes of Crescent Rivetless Face Plastering Trowels Always on Hand.

HARDWARE, CUTLERY AND AUTOMOBILE ACCESSORIES

LOWEST PRICES IN AMERICA—WE HAVE NO CONNECTION WITH ANY OTHER CATALOGUE HOUSE

No Puzzling List or Discount—all goods quoted throughout our Catalogue at Net Prices.

If interested, tear out this page and keep with letters to be answered.



The most for the money

is what everybody is looking for.

You can satisfy the desire of battery users in a way that will make them your steady customers if you sell

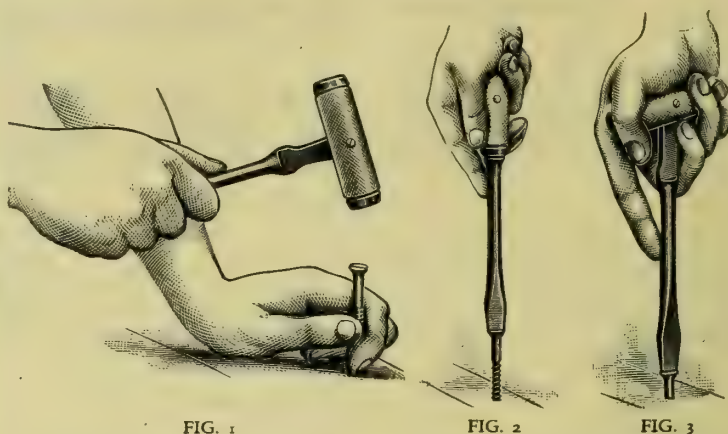
"North Star" Dry Cells

The recuperating powers and life of these batteries are wonderful—they're far beyond expectation.

Order a supply from your jobber to-day. He'll ship promptly.

Canada Dry Cells
Limited
WINNIPEG, MAN.

CRESCENT TOOLS



CRESCENT HAMR-HANDL SCREW DRIVER

■ ■

YOU start the screw by using the handle as a hammer (Fig. 1). Then use as an ordinary screw driver (Fig. 2). When the screw is nearly set and difficult to turn, spring the handle into position and finish easily (Fig. 3).

MADE IN THREE SIZES—

Style	Length of Blade	Width of Point	Price
K-24	4 in.	$\frac{1}{8}$ in.	\$7.80 per doz.
K-25	5 in.	$\frac{3}{8}$ in.	8.40 per doz.
K-26	6 in.	$\frac{1}{2}$ in.	9.00 per doz.

DROP FORGED, HARDENED AND OIL TEMPERED

CRESCENT TOOL CO.

Manufacturers of Famous Crescent Wrench

JAMESTOWN, N. Y.

→ An Increase For You

YOU would like an increase in salary, wouldn't you? How would an extra \$5.00 or \$10.00 a week help out? Very few people obtain increases in salary as liberal as this, at one time. We have a plan that will increase your present income at least \$5.00 or \$10.00 a week. We would be pleased to tell you all about it upon receipt of a Post Card. Ask us about it to-day.

The MacLean Publishing Co., Ltd., 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

BE PREPARED!

DEALERS:

If a burglary or other crime is committed in your vicinity, THEN people commence to think about PROTECTION!

An advertisement in the first issue of your local paper will show them you are on the job with COLT FIREARMS—the best protection. We have "ads" ready for YOU. (Sample of one of the series shown below.) Why not have one or more on hand (they are free) ready for the emergency?



*Forewarned—
"Colt" Armed*

Read the newspapers if you doubt that there should be adequate means of protection in the hands of your wife and family when you are away from home.

Read history if you do not already feel certain that the "Colt" is the **one** firearm for you to buy.

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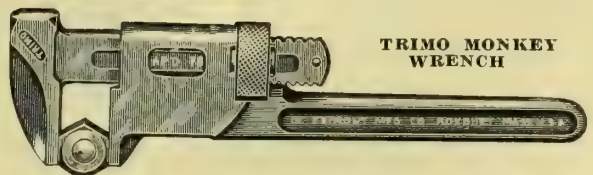
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provides two poems written at the front — "The Odyssey of 'Erbert 'Igginus" and "The Convalescent."

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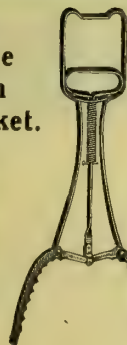
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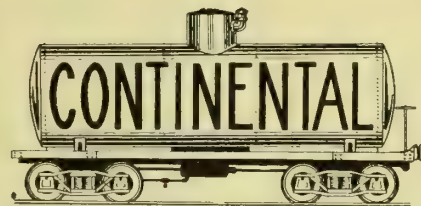
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, JUNE 3, 1916

No. 23

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This picture shows a pair of garage doors equipped with Set "D" Stanley Garage Hardware: one of the many sets carefully described and illustrated in our Garage Hardware Catalog. Doors hung on Stanley Hinges close weather tight, and Stanley fastenings keep them so: a condition not possible in the case of sliding doors.

If you have not received your copy of our Garage Hardware Catalog, write for it. We will do a great deal to help you sell Stanley Garage Hardware; may we tell you about it? A line addressed to our Service Department will have prompt and careful attention.

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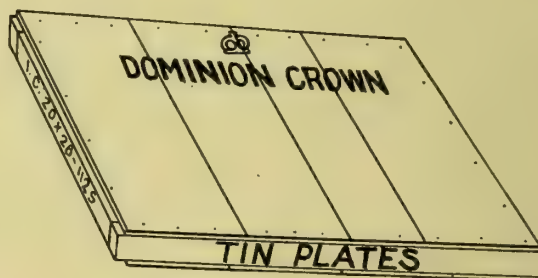
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War Has Changed Sporting Goods Trade

*Biggest Demand is From Soldiers of Various Battalions Now Recruited in Canada —
Number of New Lines Shown for First Time This Season — Big
Demand for Tennis Goods*

WAR conditions have brought about quite a change in the nature of the sporting goods business. For some firms it has meant the issuance of special catalogues devoted exclusively to the goods required by the men in training. "With over 300,000 young men under arms from the total population of Canada it can be readily seen that there must of necessity be a slight shifting or readjustment to the new condition," said Harold A. Wilson, president and manager of the Harold A. Wilson Company, Toronto. "The young men who are in khaki are mostly of the type and age who in times of peace make the big demands on the lines of the sporting goods dealers. Now that war times prevail their needs must be adapted to the changed condition of things.

Big Supply of Muskets

"Accordingly we find we have a big run on baseball goods, quoits, boxing gloves, football articles and bayonet fighting apparatus," continued Mr. Wilson. "We have already supplied 16,000 bayonet fighting muskets for the Canadian troops, and another 15,000 are ordered. These muskets are the same weight as the ordinary service rifle, namely, 10 pounds 11 ounces.

"These muskets are equipped with a blunt-pointed sliding bayonet, which recedes and presses back a spring in the musket barrel when it is thrust against the soldier's body. The spring causes the bayonet to rebound after the musket is withdrawn.

Adjuncts of Bayonet Fighting

"With the bayonet musket there goes the mask, the padded coat and sporran and the gauntlets. We have disposed of 500 masks, 500 jackets and 500 pairs of gauntlets since the demand for these goods commenced. Then, too, we are handling various kinds of grenades which are used by the soldiers in practice. There is the rifle grenade, which is shot from the service rifle, and No. 1 and



Bayonet fighting is one of the popular sports of the men in khaki. Illustration shows complete outfit, comprising musket, padded jacket and sporran, steel mask and gauntlets. Over 30,000 muskets and bayonets have been sold by one sporting goods firm.

No. 5 hand grenades. These are the regulation size and made exactly the same as the original and more active models.

"The soldiers have caused a steady demand for all baseball goods. Quoits have also been a popular pastime with them. Some cricket sets have been sold and a goodly number of medicine balls. Football is a very popular sport with them and there has been a good demand for these goods."

Sons With Canadian Forces

Mr. Wilson has two sons and one son-in-law with the Canadian forces. This comprises the entire quota of the young manhood of his family. Lieut. H. W.

Wilson is now with the 48th Highlanders in France. He was wounded at Festubert, and spent some time in hospital in England, but is now again with his battalion at the front. Gunner J. A. Wilson, his other son, left for overseas this week with the 48th Battery from Toronto. His son-in-law, Lieut. S. B. Lee, is with the Royal Flying Squadron in England.

Good Run on Tennis Goods

"In spite of war conditions there has been an excellent sale of tennis goods this spring," said the manager of another large Toronto sporting goods house. "The demand for these goods has been



View of part of line-up for bicycle run engineered by A. E. Bregent, of Montreal. Over 200 wheelman participated. It is expected that a run which is scheduled for June 4 will draw together in the neighborhood of 1,000 wheelmen. It looks as though the sport of bicycling is coming back with a rush in Montreal.

fully up to some of the good years of the pre-war period. Many orders for these goods have been placed with hardware dealers in the smaller towns. The wholesale end of our business in this respect has been most gratifying."

New Golf Ball

A. G. Spalding & Bros. are placing on sale for the first time this year a new golf ball. It is known as the "British Honor." It is claimed for this ball that for durability and length of flight it surpasses all others. It is stated that George S. Lyon, seven-times amateur golf champion of Canada, asserts that he is getting longer drives with it this year than he has ever made before.

Golf balls are made by winding a rubber core with threads of elastic and covering the whole with a gutta percha sheathing. They are made in three standard patterns for the exterior—the dimple, the basket and the bramble. The dimple has an indented surface, pock-marked as it were. The bramble has the raised spots, resembling warts on a boy's

hand, but evenly distributed and perfectly round. The basket pattern has a surface somewhat similar to the square checks of a woven basket.

"The season for golf is not really under way as yet," said the manager of a large sporting goods house. "With the rainy spring the demand has been backward. With present weather conditions there should be a good sale."

New Fishermen's Friends

"There has been a heavy demand for baseball goods by the soldiers this spring," declared G. Catton, manager of the Rice-Lewis sporting goods department. "Tennis goods have also had a good run so far this spring."

One of the new lines for fishermen being shown by Rice-Lewis & Sons, is the Rush tango minnow for use on pike, bass, pickerel, lake trout and muskalonge. They are made of enameled wood in eight different colors and three sizes. It is claimed for this little bait that it will do all the dips, flips, wiggles, sidesteps and other little movements of

the expert tango dancer. What is more to the point, it is asserted that this tangoer has the record for catching fish.

The Pfeuger-Lewis interchangeable spinner is another one of the new lines which is being handled by Rice, Lewis & Sons this year. There are twenty-four interchangeable combinations of spoons which can be used with the one hook. The feature that is new about this hook and spoon is the ability to adjust different kinds of spoons to the same hook in order to meet the requirements for different kinds of water. They are for use in trolling for bass, pickerel and pike.

Fish Baskets Once More

Willow trout baskets have made their appearance again this year after an absence of over a year. These baskets formerly came from Northern France, but with the overrunning of that district by the Huns the factories were captured and the supply shut off. But now the astute Japanese have taken up the manufacture of these articles and are supplying Canadian dealers.

Revival in Bicycling Sport at Montreal

One Firm Held Successful Run in Which 220 Participated—Will Hold Another on June 4 When It is Expected 1,000 Will Participate—First Run Netted One Firm Fifty Bicycle Sales—New Era for Bicycle.

From an authorized interview with R. M. Cagney, manager of Bregent's, Montreal.

"THE idea back of the recent bicycle run was to show to the young riders how such affairs were handled in the heyday of the bicycle's prosperity, and at the same time give them the opportunity to meet the other bicycle riders of the city. The whole affair was conducted with the idea of promoting a greater interest in the sport that would result in greater sales," said R. M. Cagney, manager of Bregent's, Montreal.

"This firm was responsible for the whole affair. We advertised in the papers a few days ahead, and so gathered together 220 riders for the ten-mile run out to Sault aux Recollets and back. Alderman Louis Rubenstein, president of the Canadian Wheelmen's Association, gave his patronage on the occasion, and led the boys from start to finish, as they wound in single file along the country roads. As a memento of the occasion, which we hope will mark the beginning of the new bicycle era in Mont-

real, we gave to each rider a bronze medallion watch fob, commemorating the occasion. It is worthy of note that the machine which Alderman Rubenstein rode that day was one that he has had for twenty-two years, which fact made a strong talking point for us.

Expects 1,000 to Participate

"It is a well known fact that the rough road riding methods of former years had a great deal to do with the decline of bicycling in popular favor, and it is the present purpose to obviate this factor as much as possible in the present revival. For our next run on June 4 we purpose to use application blanks that will make rejection easy in the case of undesirables and insure our having only the best class of riders when we meet 1,000 strong for the start from Phillip's Square.

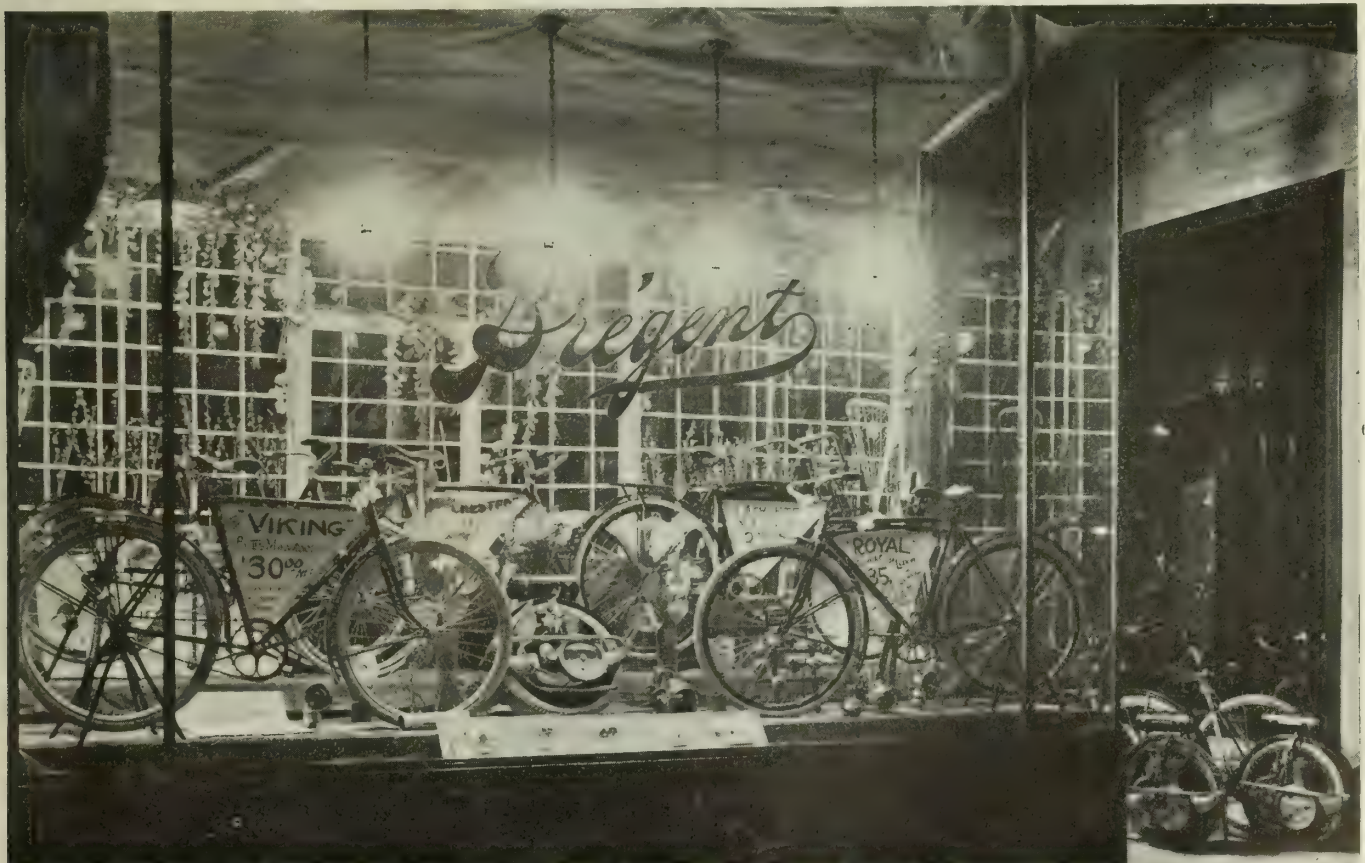
Results in Fifty Bicycle Sales

"The last run developed a large number of inquiries, and at least fifty sales

of bicycles. This fact is proven in many cases by a purchaser of a new bicycle remarking: 'When are you going to have the next run?' We have even had inquiries from out-of-town people who saw the long queue of riders, and have become enthusiastic about the sport. The event was unusual enough to attract considerable notice even amongst the newspapers, all of which helped the cause along.

Hardware Dealers Can Help Revival

"Now there is no reason why hardware dealers cannot also aid in making the revival of bicycling general by promoting the growth of these twilight runs in their own towns, by cultivating, in the first place, amongst their own employees a more friendly feeling to the sport that will cause them to interest themselves in the formation of runs with the employees of other stores instead of scattering and losing all the benefit of friendly social intercourse. It is in a small town in particular that the encouragement of the



Window display of A. E. Bregent, Montreal, shown in connection with the recent bicycle run in Montreal and featuring the detachable motor wheel.

girls for the purpose of these runs is doubly important, as anything that promises to break the monotony of small town existence and increase opportunities for a little fun is gladly welcomed by them. The recognition of the important part played by the boys and girls in the success of any such matter as this is most essential to its success.

Open Road Still Calls

"Our experience proves that bicycle people will respond to the call of the open road as much as ever. They only require bringing together. Roads are better than they ever were in the old days, and other factors have improved in proportion. The choosing of the twilight hour insures the pleasantest part of the

day for the run; early enough, so that lamps are not necessary, and yet late enough to attract the riders to stay out later, and so have recourse to lamps, in which case accessory sales are added to.

An instance of the success of the recent bid of the bicycle for popularity is an incident that happened in a small town in Quebec. The hardware dealer there when approached on the matter of stocking a certain line of bicycles complained that there was not a sale for them there and refused. So the sporting goods dealer was induced to carry the line. He sold 21 last week and ordered 11 for this week, and has sold four bicycles to the employees of the hardware dealer who said there was no demand for bicycles.

Accessory Sales Important

"The sale of accessories is not the least of the new business that is developing, and that factor of the trade directly attracted to other lines by the bicycle business is of equal importance. The accessory sale offers an unusual opportunity at this time, because of the actual shortage of machines as a result of war, so that owners of old frames are forced to patch and fit them up with new parts.

Still Has Its Old Charm

"The demand is here: a new generation is knocking at our door demanding to be let in on the pleasures their fathers had as boys. Bicycling holds for them all the wild charm it held for us twenty-years ago. It sets them on fire."

Wonderful Growth of Accessories

Firm Which Three Years Ago Carried Only a \$5,000 Stock Now Carries \$100,000 — In December, 1915, There Were 86,000 Cars in Canada—Estimated by End of This Year There Will be 140,000

"IN 1913 our stock of accessories averaged about \$5,000. This year we will carry an approximate stock of \$100,000," said A. M. Bottecher, of Hyslop Bros., Toronto, dealers in motor accessories, to a Hardware and Metal representative. "And the industry is just now really getting into its stride. At the beginning of the present year there were in round numbers about 86,000 registered cars in the whole of Canada. By the end of this year there will be fully 140,000 cars in use.

"Up to the end of 1914 there were 48,112 registered cars. During the year 1915 an additional 35,000 cars were added to the number. In the year 1916 between 50,000 and 60,000 additional cars will be put on the roads. What the year 1917 will bring forth can only be a matter of conjecture. It is certain that the increase will be correspondingly great when compared with this year and last year.

Very Promising Outlook

"The outlook for the motor accessory industry is most promising. In my estimation it is really just beginning to get under way in Canada. Hardwaremen who get into the business now will be getting in on the ground floor.

"While our firm has been handling accessories since 1903, the progress of the industry was very slow until the year 1913. In the latter year our stock, as stated, was not worth over \$5,000. Hyslop Bros., with Mr. William Hyslop as president and Mr. G. M. MacWilliam as general manager, foresaw the possibilities in the line, and in that year decided to issue their first complete cata-

logue. The firm has been in business for the past 27 years, first starting with bicycles and later adding automobiles. It was through our handling automobiles that the firm was led to embark on accessory lines."

Over Forty Employees

Three years ago it took only five employees to look after the motor accessory end of Hyslop Bros.' business. At the present time the services of some forty people are required to look after the ever-increasing trade. Three or four years ago most of the cars were sent on their **longue traverse** almost bare of accessories. Horns and lights were placed on the cars by very few manufacturers. It was not until 1913 that the Cadillac, for instance, started to put their machines on the market equipped with horns.

Cars by Provinces

Ontario has by far the greater number of motor cars, the number being more than three times the next largest, which is Saskatchewan. Quebec has less than one-quarter the number of cars in Ontario. The numbers for the various provinces at November 9, 1915, were as follows:

Alberta	5,192
British Columbia	9,100
Manitoba	7,811
New Brunswick	1,941
Nova Scotia	2,435
Ontario	36,300
Quebec	8,383
Saskatchewan	11,966
	83,128

Autos in Various Cities

Compilation for the various principal cities shows that Toronto has the largest number of registered autos. The number recorded on November 9, 1915, were:

Calgary	1,270
Edmonton	1,011
Vancouver	3,719
Victoria	2,363
Winnipeg	3,658
St. John	454
Halifax	467
Hamilton	1,746
London	898
Ottawa	1,109
Toronto	8,815
Montreal	3,947
Quebec	500
Regina	1,123
Saskatoon	1,086

These figures are significant of the scope and extent of the motor accessory industry. It is stated on good authority that the Ford Company expects to sell 40,000 cars in Canada alone this year. The Chevrolet Company has set their mark at 12,000 for 1916, and are getting ready for an output of at least 20,000 in 1917.

"This greatly increased production of automobiles is what is giving the impetus to the motor accessory trade. For the Ford car alone there will be required for this year's product probably 160,000 tires. Then there is an endless cycle in replenishing the parts of the old cars already in existence. To the current equipment there will need to be added an ever-growing amount to replace old parts," said Mr. Bottecher. Indeed, there seems a promising field for motor accessories.

Hyslop Bros. occupy a three-storey solid concrete building, and are soon to add an additional two storeys to take care of their expanding trade.

Opening for Hardware in France

Old Established Commission Merchant Makes Inquiry Through Canadian Commissioner-General for Many Articles—One Result of Canada's Participation in War—Merchant Says He Can Draw Important Orders to Canada.

ONE of the great results of the war about which there can be no question is that France and Canada have been drawn closer together. This is indicated by a recent inquiry from the manager of an old-established commission house in Paris through Philippe Roy, Canadian Commissioner General in France. The letter is published in the weekly bulletin of the Department of Trade and Commerce of May 22. The letter which was written to Mr. Roy says:

I wish to get in touch with producers in Canada in a position to supply the following articles:

Anvils.—From 50 to 100 tons at the start, provided naturally that prices be favorable to meet competition on the home market, and also that amongst its solid base models the manufacturer interested should turn out models which can be disposed of to the French consumers.

Vices.—Straight and principally of the revolving model. Should one of your manufacturers make a model similar to the French, I will probably be able to place several thousands, but for quick delivery.

Edge-tools.—The styles which I can place in this branch are somewhat numerous and it is only after seeing the illustrated catalogue of the factories that I will be able to determine those of the models shown which can be handled for the French market. The same remark applies to:

Hammers. of which a somewhat large tonnage could also be sold.

Wire.—Annealed, bright and galvanized. Hundreds of tons of this article could be sold at present to my clients.

Wire for springs.—Soft drawn. In diameter from one-tenth of one millimeter to ten millimetres, increasing by one-tenth from size to size. I have good prospects for placing several hundreds of tons, provided prices are not prohibitive and prompt delivery is assured. Several hundred tons more would likely be ordered.

Spikes and screws.—For these also I have good prospects to place immediately several hundred tons. They should be in metric sizes or at any rate in universal sizes.

Screws.—Machine-made, black, six uniform faces, without boring, intended to be bored in France, for rivets, 6, 7, 8, 9, 10, 12, 14, 16, 18, 20, 22 millimetres. Offer to be for 5,000 tons.

Wood screws.—Iron and copper, principally square head.

Rivets.—In diameters of 9, 10, 11, 12, 14, 16, 18 and 20 millimetres. Quota-

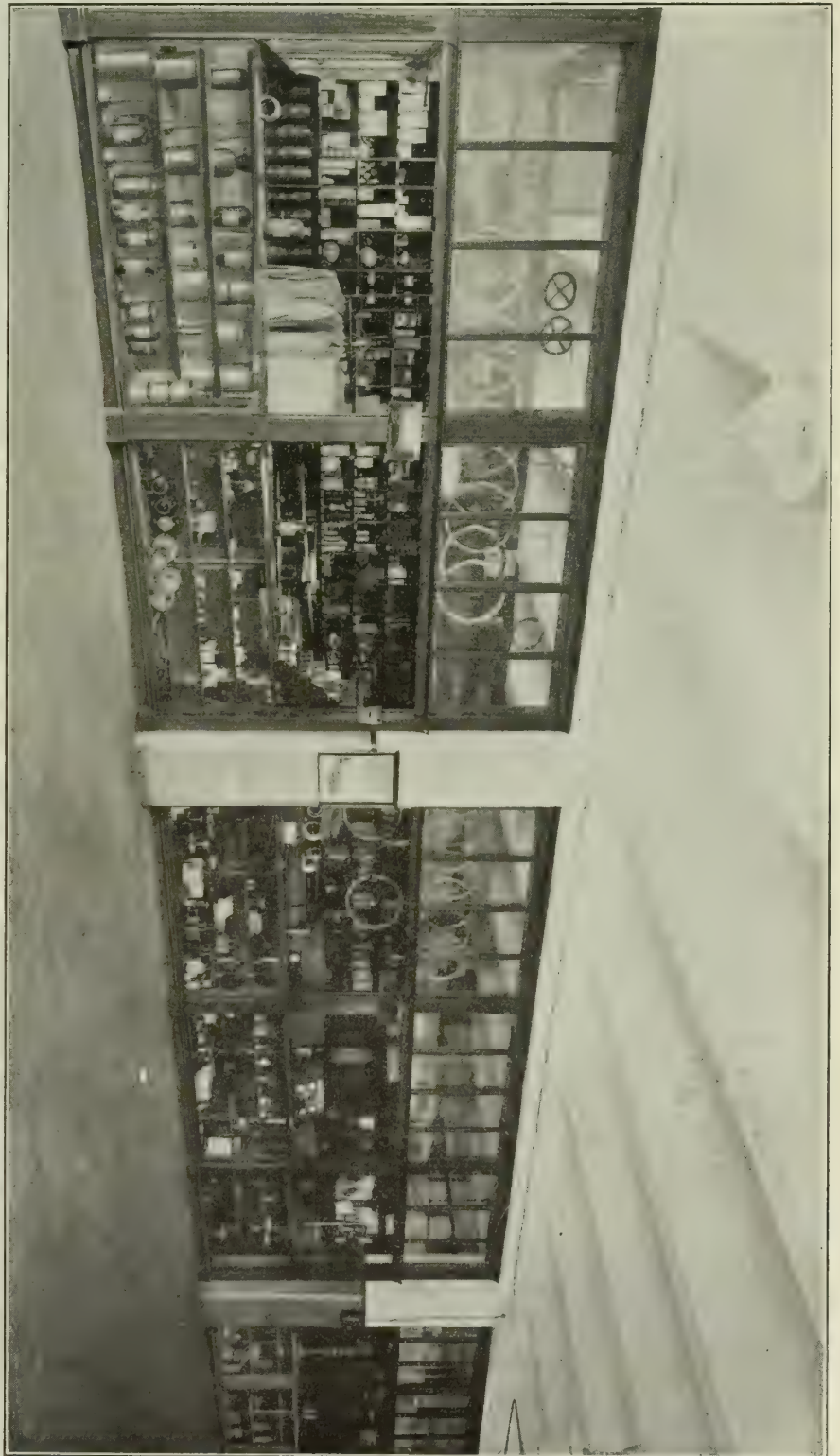
tions for about 100 tons, specifying the date of delivery.

Rough-drawn tubes.—I am in a position to dispose immediately of very important quantities, thousands of tons, for quick delivery.

Wire nails.—I have firm offers up to 500 tons in hand.

Boot nails.—Iron, round head, intend-

(Continued on page 50.)



View showing motor accessory department of Hyslop Bros., Toronto. Three years ago this firm carried a \$5,000 stock. Now they carry a \$100,000 stock. This is an indication of the way the motor accessory business has grown.

Hardwaremen Prepare for Accessories

J. N. McGregor, of Oakville, is Placing in New and Complete Line — Supply Houses Say Many Hardware Dealers are Nibbling at Small Articles in an Endeavor to Try Them Out

THERE is a noticeable trend toward the keeping of motor accessories by the hardwaremen this year. It is a logical line for them as it follows along the line of semi-accessories which they have been carrying for a number of years. One large supply house states they have had a large demand for such articles as spark plugs and motor oil this year from the hardwaremen. "We are inclined to think this the entering wedge for a complete line of accessories which will be added later on. They have found that there is a demand for these articles and they are nibbling at the motor accessory idea with a view to adding a more complete stock later on. Spark plugs and oil are articles for which there is a big demand at all times. With constant inquiry for these articles from car owners in their district hardwaremen have listened to the insistent demand in many instances. We look for an ever-increasing interest in motor accessories on the part of the hardwaremen," said the representative of one of the largest wholesale and retail motor accessory houses in Canada.

J. N. McGregor, of Oakville, first vice-president of the Ontario Retail Hardware and Stove Dealers' Association, is one of the hardwaremen who is putting in a complete stock of accessories. He has taken the agency for the Overland car, and decided that it would be well to carry a line of motor accessories in conjunction therewith. His stock is just now in the warehouse and will be put on display within the next few days. To this end Mr. McGregor is turning his stove store into a display room for his accessories and cars. "We have come to the conclusion that we have been giving rather too much space to our stove department," stated Mr. McGregor to a Hardware and Metal representative. "We think the space could be utilized to much better advantage with a motor accessory line, particularly during the summer months when the demand for stoves is not large. Last year we carried a few tires and some odd accessory lines. But we decided this was an opportune time to get into the business on a little larger scale. Accordingly we have our stock on order and some of it has already arrived and will be on display in a few days' time. The season may be a little late but we anticipate that a good trade can be done yet before the present season is over."

There are two garages in Oakville which have been handling accessories,



View of stove display room of J. N. McGregor, Oakville, which is being turned into a garage and auto accessory department. Snapshot taken by Hardware & Metal representative on Tuesday of this week.

But with the increasing use of the automobile and the bigger demand for parts of all kinds Mr. McGregor considers the field an enticing one. His hardware store is the first one in the town of Oakville to branch out into this line. Mr. McGregor is most jealous of his floor-space to see that it is bringing in the biggest possible returns. "Every bit of ground space we have is covered with a building of some sort," declared Mr. McGregor. "We will find room for our stoves elsewhere but for the present

we are of the opinion that the space which they occupy can be best used for a line in which there will be a bigger demand during the summer months."

In the rear of what will be the motor accessory department Mr. McGregor has storage space for screen doors and other summer goods. Farther back still under the same roof is the plumbing shop and to the extreme rear of the building is the tinshop. In his store where he carries his regular hardware lines his stock is arranged on high shelves, the frames of which are made from three-quarter inch piping. These are all painted white and form a most sanitary way of keeping the goods on display. These shelves extend almost to the ceiling and aisles in between permit customers to go in and look the stock over to their heart's content. One result of this method of display is instanced in the large sales which have accrued in pots and pans and other household utensils. A doctor's wife bought so many that her husband was somewhat astounded to find that his bill for hardware in a short time was something over \$100. He thought the amount somewhat large to pay for such articles but did not complain very strenuously when he knew that his wife had a more complete set of utensils and working tools with which to keep house.



J. N. MCGREGOR

Oakville, Ont., first vice-president of the Ontario Hardware & Stove Dealers' Association. One of the progressive hardware dealers who is just now adding a complete line of motor accessories.

Some New Accessory Lines

There is a growing addition to the line of motor accessories. Two of them which have recently been added are the Aero-fram and a spring leaf spreader. The

former is designed with the idea of saving gasoline. It is an auxiliary air valve in the intake manifold which is operated automatically by the suction of the motor. There is nothing to wear out or oil and it can be attached to any car in a very short space of time. It is claimed for it that it is absolutely automatic and will never require any attention after it has been attached to the motor. All that is required to attach the instrument is to drill a 11-31-inch hole in the intake manifold just below the spread. In size it is actually smaller than a spark plug. It is asserted that it

will increase the mileage from two to six miles per gallon of gasoline, give a



Spring Leaf Spreader, one of the new motor accessory articles this year.

smoother running motor, increase the power, give greater speed and enable the motor to be throttled down lower. This article is being handled by Hyslop Brothers of Toronto.

Spring Leaf Spreader

The spring leaf spreader is designed to separate the leaves of the spring just enough to insert the lubricant without damaging or marring the springs. It is asserted that when the leaves of a spring are not oiled they become rusty and freeze or adhere to each other, and soon become like one solid piece of steel.

West Is Using Much Hardware

Erection of Farm Buildings and Repair Work Has Caused Big Improvement in Trade—Rural Districts of West Now Very Prosperous—Credit Lines Are Being Tightened—Condition of Crops Equally Good as Last Year

The following article on conditions in the West was written by G. D. Davis, editor of Hardware and Metal, who has been making an extended trip through that section in the interests of the MacLean Trade Publications.

CALGARY, Alta., May 26.—In almost every branch of the wholesale and retail trade it is generally conceded that business is much better than it was during the corresponding period of last year, and that the future outlook is more promising.

There are very few merchants who do not state that business so far this year is greatly in excess of last year's business for the same period. It must not be forgotten, however, that in many lines of trade last year's records are not hard to beat, especially those of the first half of the year.

From a business standpoint the month of May has been satisfactory. Sales have in many cases dropped below those of April owing to the fact that farmers have been busy on the land, and have only visited the towns and cities when in urgent need of supplies.

The greatest improvement has been noticeable in the demand for dry goods, ready-made clothing of all kinds, hardware, such as is used in the erection of farm buildings and for repair work, building materials, men's wear lines, and boots and shoes. Some wholesale hardware firms report increases to date, ranging from 25 to 40 per cent. over sales during the corresponding period of last year. An examination of the sales records indicates that the heaviest demands have been for such articles as the farmers use when overhauling farm machinery, repairing buildings, and erecting new barns and dwellings. There is an exceptionally good demand for such lines as hinges, barn door hangers and track, latches, stable and barn equipment, ready roofing. Barn paint is selling in large quantities, but the demand for higher grades has not been heavy.

Smaller Towns Prosperous

Practically all wholesalers agree that

the largest volume of trade is coming from the smaller towns, dependent almost entirely upon farmers' trade. City trade is quiet.

There is little or no building going on in the larger towns and cities.

Large numbers of mechanics have enlisted. Those who remain can find plenty of work at high wages in the country.

Carpenters are almost rarities in some towns and cities where a few years ago they could be counted in scores.

Last year's immense crops have enabled hundreds of farmers to settle up their debts and still have a nice cash surplus on hand. In some districts in the southern half of Alberta the farmers last year, after three or four crop failures, reaped an abundant harvest. In many cases it required almost all the proceeds received from the crop to pay off debts contracted during the lean years. In other cases the farmers were able to pay off all their debts and still retain a fairly large amount of cash. A considerable portion of this surplus money is now being devoted towards the improvement of buildings for stock, and in purchasing clothing and other necessities. Retail merchants agree that if the Southern Alberta farmers have a good crop this year—and indications at present are very favorable—business will boom during the late fall and in the spring of 1917.

Gone Are the R. E. Speculators.

Real estate speculators have vanished, but the results of their depredations are still in evidence, and will probably remain for some time to come. Many of the best business men claim the West has turned completely around. Prior to the war, and especially around 1911 and 1912, there was a reign of speculation, and the country was not producing as it should. Most of the money was in the

cities, and the farmers were short. Today conditions are reversed, and the farmers have the money, while the cities are feeling the pinch.

All business is being conducted on a more substantial basis. A good many of the weaker merchants, who never should have been in business, have been forced out of the procession. The better merchants remain, and in many cases they too have learned lessons which will not be forgotten. More retail firms are to-day doing business on a cash or strictly 30 day basis than at any other period in the history of the West. Many merchants state that the credit business as it was conducted in the West for many years was one of the greatest drawbacks to the development of the country. Credit was too cheap. Retailer and consumers alike purchased extravagantly and for a long time the wholesalers did very little to check them.

Farmers Buying Autos

Reports from authoritative sources show that sales of automobiles to farmers are greatly in excess of any previous year.

Opinion vary as to the acreage in Alberta sown to wheat. Many claim the acreage is equal to last year, while others hold to the opinion that it is from 5 to 10 per cent. less. All agree in one point and it is that the present condition of crops throughout the province is equally as good as at this time last year. Recent rains and snow, it is claimed have greatly benefited the crops. At the time of writing wheat is well above the ground. The farmers are optimistic and claim there is an abundance of moisture in the ground. They are now awaiting sunshine and warmer weather.

Hardware & Metal

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JUNE 3, 1916 No. 21

Many hardware stores look more like junk dealers' hang-outs than the business abode of supposedly progressive merchants.

* * *

If your store is in this class have you the courage to stand back, take a good look at it and acknowledge the coin?

* * *

Some merchants think themselves handicapped through want of space. Very often they are handicapped only through the lack of ideas.

CONSERVE THE DAYLIGHT

IT IS an excellent movement that is on foot in many parts of Canada to conserve the hours of daylight in the evening. By moving forward the clocks one hour people will start business an hour earlier in the morning and get through an hour earlier in the evening. This will give more daylight for recreation.

Hardwaremen do not need to have it pointed out wherein they will benefit by such a movement. With more time for recreation people will want a greater variety of sporting goods of all kinds. Those who want more time to plant and tend to their gardens will need more garden tools.

Merchants can help this movement along by circulating a petition to get the movement under way in their own town. It is not necessary that the whole province or Dominion adopt it in order to make it effective. It will work out well if individual towns undertake it as separate units. You can help along this movement. Will you?

FAT TIMES

IN spite of war conditions business in Canada is good. A piano salesman in the West says his sales have doubled in the past six months. A retail jeweler in the East says business has increased one hundred per cent. in the six months just past as compared with the same period preceding. An automobile salesman reports that he has doubled his sales in six months.

Automobiles, pianos, jewelry! These are not commodities which pass freely in lean times. Business conditions in Canada are prosperous. War orders have brought money in. Enlistments have made labor scarce. Wages are better than they have ever been. Prosperity is here right now. Merchants should realize this and cash in on it. It is no time for pessimism.

It is regrettable that so much blood and treasure has been spilled to bring this condition about. That is the dark lining to the silver cloud. We would gladly go back to the old times if we could bring back the spent lives. But that is not of our doing. Conditions have arisen through no responsibility of ours. It is not a heinous offence to accept things as we have them thrust upon us.

BETWEEN SCYLLA AND CHARYBDIS

SCYLLA in classical mythology was a twelve-headed sea monster dwelling in a cave opposite Charybdis. Charybdis was a ravenous woman whom Jupiter transformed into a treacherous whirlpool. They were the horns of a dilemma, as it were. If mariners escaped the one they had to be very wakeful to slip past the other.

H. O. Roberts, secretary of the Minnesota Retail Hardware Association, at the recent convention at Regina said there were 22,000 business failures in the United States in 1915. Of these 21,000 were small retailers. And the large percentage of these failed because of the way they extended credit.

While credit is responsible for the wrecks and bleaching bones of so many business firms he is of the opinion that it to-day offers the greatest opportunity for retail business. Mail order houses do not extend credit. It can be made a lever to extract business in competition with them.

Many merchants have come to the conclusion that it is best to cut the credit system out, root and branch. Others hold to it because of obvious advantages. Mr. Roberts thinks credit could be extended through wise co-operation by the merchants. There is a big problem here to be solved. Credit or cash: which?

PULLING TOGETHER

THERE is much truth in the assertion of H. O. Roberts, secretary of the Minnesota Retail Hardware Association, that hardwaremen in many towns love their fellow hardwaremen like cats love dogs. They are the only ones who pull asunder. All other classes pull together. Doctors get along together. Mechanics live in amity. But merchants hate each other like hates.

In some cases there has been an attempt at an approach. In some towns hardwaremen have even bought certain goods together. There is nothing to be gained by this uncharitable, dog-eat-dog attitude. Life will be a little sweeter and business will be better if merchants have the saving grace to come closer to one another.

ENTERING INTO THE KINGDOM

THERE lived some nineteen hundred years ago one—a carpenter—who wrought and taught beneath the Syrian blue. He said: "Verily I say unto you, whosoever shall not receive the Kingdom as a little child, he shall not enter therein."

Even with much speaking and belabored interpretation for long centuries this little sentence is scarcely yet understood in its full significance. Some there are who, after stress and storm, reach a purer air. They catch the gleam and follow it to a calmer, serener existence.

Here and there in the business world men have had glimpses of what this childlike entrance into the Kingdom must mean. With their ear to the ground they list for sounds that will make their business life more complete. And they find them through their open-heartedness to receive suggestions.

Do you know a business man who has made a marked success? If you will study him closely you will find that he opened his mind and looked for light even where all seemed black ignorance. If there was a virtue there he took it for his own. And he grew to be a better business man because he appropriated a new viewpoint—a new idea.

It is in this way that business knowledge grows from more to more. Is yours growing?

More Daylight Will Help Business

Movement Has Been Adopted by Many Towns in Canada—Four Cities in Maritime Provinces and a Number in West Have Decided to Have One Hour More Sunlight in Evening—Will Help Sale of Sporting Goods and Garden Tools.

Suggested Form of Petition for Use in Your Town

"We, the undersigned citizens are of the opinion that it will be advantageous to adopt the "Daylight Saving Scheme." We believe by rising one hour earlier in the morning and having an hour more daylight in the evening during the summer months that it will be greatly to our advantage.

"We hereby petition the Mayor and Council to take the initiative in proclaiming and asking that the people set their clocks forward one hour on....., and that the clocks be turned back one hour on the first Sunday in October:

Names.

Names.

IS your town or city conserving daylight? Do you realize that it will be of financial benefit to your business to have more daylight in which people can indulge in outdoor sports? Do you realize that the man who wishes to have a garden of his own will embrace the opportunity when he has more daylight at his disposal in which to take care of it?

Many towns in Canada have adopted the system and are greatly pleased with the results. Halifax, St. John, Sussex and Moncton in the Maritime Provinces have already adopted it. Dartmouth, N. S., has also probably adopted it. In the West, Regina has had it in force for two years, and would not change. It is expected that Winnipeg, Saskatoon, Calgary, Edmonton and other Western cities will adopt the system this year. Toronto has taken up the matter, where it has been given considerable support.

What It Means

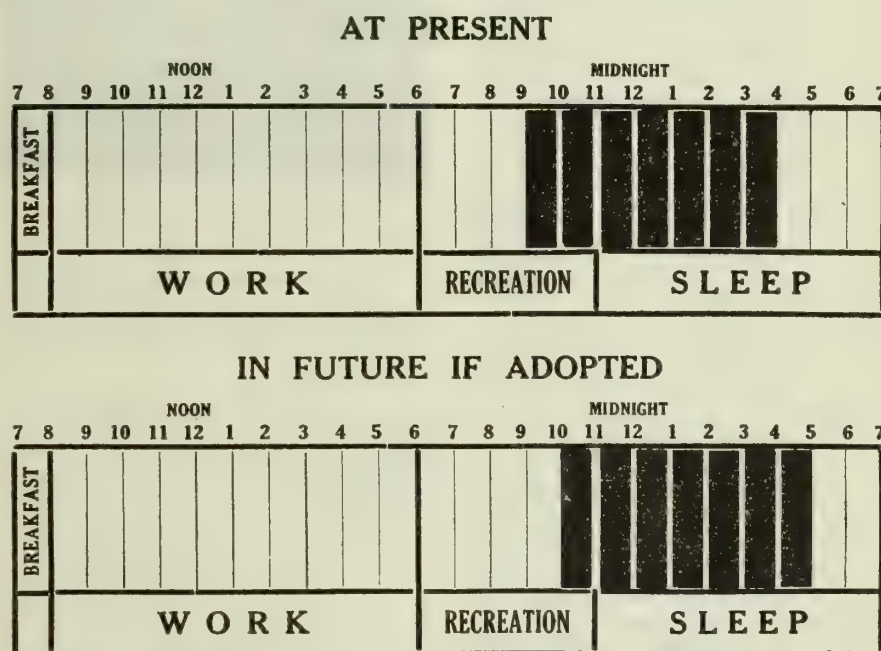
It is proposed to utilize during the summer months some of the early morning sunlight which is now often wasted while we sleep and thereby add an hour's sunlight at the end of the day.

This is to be accomplished by moving the hands of the clock forward one hour on the first Sunday in April, and backward one hour on the first Sunday in October.

This will entail no earlier rising than at present, because we shall continue to rise at the same hour by the clock.

It means no loss of sleep, for people will go to bed an hour earlier, although by the clock the time will be the same as under the present system. In point of time people will go to bed an hour earlier after the sun goes down.

The chief advantage to be gained is that people will have daylight for an hour later every evening during the



Graphic chart showing the way a day is divided under the present system and the way it would be divided if the Daylight Saving Scheme were put in operation in your town. It will be noted that the difference lies in giving one hour more daylight for recreation.

summer months. This would be valuable in April, May, June, July, August and September. It would be particularly appreciated by those who take their holidays in the summer months as the evenings would be longer in which to engage in pastimes of various kinds.

Initiative With Individual Towns

It is not necessary for the Dominion or province to take the matter in hand in order that it might be carried through. Every town, city or village can decide to undertake it on its own initiative. Under the leadership of the town council, board of trade or some other public body a petition can be circulated by which it

can be agreed to put the system in operation. If the town council or city council will take the leadership and proclaim on behalf of the citizens that the clocks should be moved forward it will assist the movement greatly.

If the council fails to take the initiative private citizens can do so. A majority in any community would be sufficient to put the scheme into operation. A petition circulated among the business houses and manufacturers would effectively start the movement. Are you interested enough to see that the movement is started in your town? It will benefit you as a hardware merchant. It will benefit the people of your town as well.

EVENTS IN THE TRADE

HARDWARE MECHANIC KILLED

Pte. Thomas Smyth, who lived for five years in Orillia, was reported killed on the field of battle last week. He was a machine hand at the National Hardware Factory for about two years, and for five months was orderly at the Orillia General Hospital. He was a young Englishman who came to Canada in 1909 from Hebburn on Tyne, Durham, and had no relatives in Orillia. One sister, Miss J. Smyth, lives at Argyle, Man. Pte. Smyth made several efforts to enlist, and was finally accepted with the 34th Battalion, which trained at Guelph. He sailed for England on June 19, 1915, and went to France the first week in August. During his stay in Orillia he taught a class in the Methodist Sunday school and became known as a good living, kindhearted man.

CALL FOR HARDWARE TENDERS

The Department of Railways and Canals of Canada is calling for tenders on hardware supplies for the Hudson Bay Railway terminals at Port Nelson, Man. Tenders must be in not later than June 10, 1916. The goods are to be delivered at Halifax, N.S., in such quantities and at such times as may be directed by the department. Dealers may tender for the total quantities required or for such portions thereof as may suit their convenience. Specifications of requirements and full information can be obtained from the purchasing agent of the Department of Railways and Canals at Ottawa. Tenders must be accompanied by an accepted bank cheque for \$500. The secretary of the department is J. W. Pugsley.

ELECTRICAL CONVENTION

The second annual convention of the Electrical Dealers' and Contractors' Association of Ontario will be held in Massey Hall, Toronto, on June 6, 7 and 8. There will be a public electric show.

PAY INCREASED

On May 20 the master sheet metal workers of Hamilton, signed a three-year agreement with employers providing for an increase of 2½ cents per hour for the first year and an additional 2½ cents per hour for the second and third years. The rate for the first year will be 40 cents per hour and for the second and third years 42½ cents. There are



HORACE CHEVRIER

Winnipeg, Man., chairman of the general committee in charge of the Manitoba Retail Merchants' Association Convention which will meet in Winnipeg next week, June 6, 7 and 8.

forty-six members in the union who will benefit. They will work nine hours a day and the new scale will be retroactive from May 1.

BUILDING OPERATIONS

Chatham, Ont.—At a special meeting of the city council held on May 17, it was decided to grant to the American Pad & Textile Co., a strip of boulevard on Jeffrey street, ten feet wide at the rear of the plant. The company is planning the erection of a large addition at a cost of over \$30,000.

Penetang, Ont.—The Dominion Stove & Foundry Co. is making extensive additions to its plant, and will install equipment for the manufacture of furnaces, etc.

Brantford, Ont.—The American Radiator Company has been granted a permit for the erection of an addition to its plant, to cost \$8,000.

St. John, N.B.—Work has started on the foundation for the new foundry and machine shop for T. McAvity & Sons. Grant & Horne, of this city, are the contractors for the new buildings which will cost over \$100,000.

INCORPORATIONS

The Shimer Cutter Head Co., of Canada, has been incorporated at Ottawa, with a capital of \$50,000, to manufacture cutter heads, machine knives of all kinds at Galt, Ont. Incorporators: F. H. Palmer, Robert Polloch and Wardlaw Vair, all of Galt, Ont.

The Sanitary Heating and Ventilating Co. has been incorporated at Ottawa with a capital of \$50,000 to manufacture electrical and heating appliances of all kinds. Head office to be situated at Ottawa. Incorporators: A. E. Adams, O. G. J. O'Regan, and J. H. Barker, all of Ottawa.

The Canadian Fire Hose Co., has been incorporated at Ottawa with a capital of \$40,000 to manufacture fire apparatus and extinguishers, including signal systems. Head office to be situated at Montreal. Incorporators: S. H. R. Bush, J. S. Lamarre and E. C. Baker, all of Montreal.

The F. S. Carr Rubber Co., of Canada has been incorporated at Ottawa with a capital of \$200,000 to manufacture rubber, automobile and carriage fabrics. Head office to be situated at Granby, Que., and the incorporators are: J. E. Day, J. M. Ferguson, and J. P. Walsh, all of Toronto.

The Canadian Drawn Steel Co. has been incorporated at Ottawa with a capital of \$500,000 to carry on the business of steelmakers, steel converters, steel drawers. Head office to be situated at Hamilton, and the incorporators are: R. K. Hope, H. J. Waddie, and S. D. Biggar, all of Hamilton.

The Globe Shock-Absorbing Tire Co., of Canada, to be incorporated at Toronto, Ont., with a capital of \$1,000,000 to manufacture a resilient or shock-absorbing vehicle, automobile and commercial tire. Head office to be at St. Catherines, Ont. Incorporators are Isaac Normandy and Howard J. Ecclestone, of St. Catherines.

The Lambton Flax Co. has been incorporated at Toronto, with a capital of \$40,000 to carry on the business of flax, hemp and jute spinners, linen manufacturers. Head office at Petrolia, Ont. Incorporators are: Richard V. LeSueur and Antony I. McKinley of Sarnia, Ont.

The Canada Clock Co. has been incorporated at Ottawa with a capital of \$250,000 to manufacture clocks, electrical master clocks, electrical clock systems, etc. Head office to be situated at

Toronto, and the incorporators are: E. M. Dillon, H. R. Frost and A. E. Groesch, all of Toronto.

10,000 GALLONS OF OIL LOST

Some joker or malicious person left open taps of the Imperial Oil Company's tanks at Point St. Charles on the night of May 24. Before the leakage had been discovered ten thousand gallons of coal oil had run into the streets and down the sewers.

ON A WESTERN TRIP

F. C. Carmen, who is representing the Interstate Electric Novelty Company, Toronto, and Canada Dry Cells, Winnipeg, on a western trip, reached Vancouver last week, and will return via Edmonton and Saskatoon.

FIREARMS TOWN TO CELEBRATE

The town of Ilion in New York State will engage in a three-days' celebration on August 29, 30 and 31 in commemoration of the centennial of the establishment of the Remington Arms Company at that place. Governor Whitman of New York State, will be one of the speakers on the occasion and Major Hugh L. Scott, chief of staff of the United States Army will also be in attendance. Details of the program for the three days are being worked out. The ceremony will commemorate the manufacture of the first rifle by Eli-phalet Remington, Jr. He asked his father to buy him a rifle and the father refused. The son secured some scrap iron and hammered it into a billet on the smithy anvil, then carried it to Utica, fifteen miles away, to have it bored and rifled. It was a well made rifle and there was a demand for more from the neighbors. Then adjoining counties began to look to Ilion for rifles. The community around Ilion is now largely made up of skilled artisans connected with the Remington factory.

NO MORE GASOLINE TANKS

No more underground gasoline tanks will be allowed on the streets of Hamilton. The proprietors of the Connaught garage, East Main street, and James Jolley, South John street, had previously been refused permission to instal tanks and pumps, but they renewed their applications, and were strongly supported. The applications were laid over for further consideration, but at the same time the committee made it known that no more such applications would be granted.

BUSINESS CHANGES

Newton, Ont.—James S. Lockie, who has conducted a hardware business in Newton, Ont., for a number of years has sold out to Henry L. Albrecht, of Le-froy, Ont.

HARDWARE STORE ENTERED

New Liskeard, Ont.—Early Monday morning thieves endeavored to help themselves in the Taylor Hardware Company's store. They made entrance to the warehouse, but could not make their way through the door leading to the store although it was evident that they did their best to accomplish this. Nothing in the storehouse was missing.

PERSONAL

R. M. Balmer, credit man for the Western Canada Flour Mills, Winnipeg, has been engaged by the G. F. Stephen Co., in a similar capacity.

The many friends of Walter F. Hodgson, the Northern Ontario representative of the Steel Co., of Canada, will be glad to know that he has recovered from a recent illness and is now on the road again.

Alexander Patterson, Canadian representative of Henry Rogers & Co., of Sheffield, England, arrived in New York recently on the S.S. Philadelphia, and is making his headquarters at the Windsor in Montreal.

William H. Evans the Montreal representative for Wilkes-Martin-Wilkes Company, New York, has returned to the city after a visit to Waterbury Inn, Vermont. Mr. Evans said his sales for the last two months outstrip in amount the orders for the whole of 1915.



TWO SALESMEN ENLIST

Two members of the outside sales force of Lewis Brothers, Montreal, have recently donned khaki and are in training at Kingston. F. G. Moxley, who had his quarters in the Limestone city and who held a commission in the 14th Princess of Wales Own Rifles, is dropping his rank to train with the "boys". L. Thacker leaves North Bay to take up his training. He represented the company in the district between Mattawa and Sturgeon Falls through the North country and south as far as Bracebridge; his successor is C. J. Brown of North Bay.

GET INTO TRENCHES IN FEW DAYS

Col. C. M. Strange, sales manager of Lewis Brothers, Montreal, has received several interesting communications from Driver C. B. Miller who is now at Shorncliffe and who formerly had charge of the sample room in the company's warehouse at Montreal. Driver Miller reports having passed his several examinations and is looking forward to being drafted for the front. He says that the boys now going over get to the trenches in a few days. The letters indicate that there has recently been an abundance of rain at Shorncliffe, which so many have experienced.

Twenty Years Ago In the Hardware Trade

(From Hardware and Metal of May 31, 1896.)

F. W. Lamplough, of Lamplough & McNaughton, Montreal, was in Toronto this week.

F. W. Lamplough is still in business in Montreal under his own name. P. McNaughton has for some years occupied the position of sales manager of the Dominion Steel Corporation, Sydney, N.S.—Editor.

Mr. Kinghorn, representing the Montreal Rolling Mills Co., Montreal, was in Toronto this week.

Mr. Kinghorn remained with the Montreal Rolling Mills until a few years ago, occupying the position of assistant to the general manager. Since that time Mr. Kinghorn has interested himself in fruit farming and Hardware and Metal learns that he now has a most beautiful farm and residence at Salmon Arm, B.C.—Editor.

William McMaster, the managing director of the Montreal Rolling Mills Company, who has been absent touring in Great Britain and Europe generally, is expected to sail for home this week.

William McMaster is still closely connected with the hardware trade, being vice-president of the Dominion Steel Corporation, and also a director of half a dozen other companies. While he himself is no longer actively connected with the Montreal Rolling Mills, his son, R. H. McMaster, is now managing director of this concern, which is a branch of the Steel Co. of Canada.—Editor.

W. H. Cottingham, of the W. H. Cottingham Company, leaves for Cleveland this week to spend a week with the Sherwin-Williams people, whose goods the Cottingham Company manufactures and handles for the Canadian market.

The W. H. Cottingham Company is no longer in existence, the organization for the manufacture and sale of Sherwin-Williams products in Canada having grown to such proportions that a separate Canadian company was formed to take care of this business. The Sherwin-Williams Company of Canada now operates several factories in Canada, as well as one in England. W. H. Cottingham, who is an outstanding example of a Canadian who went to the United States and accomplished big things, is president of the American company as well as of the Sherwin-Williams Company of Canada.—Editor.



CAME 15,000 MILES TO BE BRIDE

George R. Barton, Superintendent of Lewis Bros., Montreal, was the recipient of many congratulations on the occasion of his marriage to Miss Constance Chauvel, who came 15,000 miles from Sydney, Australia, to be his bride. The heads of the various departments of Lewis Bros., presented Mr. Barton with an outfit of electrical goods.

GUELPH STORES CLOSED

The city of Guelph, Ont., will have a general half-holiday on Thursday afternoon of each week for the benefit of the clerks of the various stores. Hardware stores as well as all other stores are included in the arrangement.

Theft to Keep Mis-Delivered Goods

Paying for Goods with Counterfeit Money or Worthless Cheques is Also Considered Theft—Third Article in Series on "Criminal Law and Its Application to Commercial Transactions."

Prepared for Hardware and Metal by Walter E. Lear

EDITOR'S NOTE.—*This is the third of the series written for HARDWARE AND METAL by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances which are here cited are those of decisions in actual cases which have been decided by the court. The incidents here related have been encountered many times by almost every business man. The article deals with the status of goods sent on approval, failure to pay for goods on delivery, paying for goods with counterfeit money or worthless cheques, goods delivered by mistake and theft by clerks and servants. Merchants will find this article most interesting and its contents most valuable.*

Sect. 30. Goods on Approval.

ONE Davenport obtained from a silversmith two cream-ewers, in order that a customer of the silversmith, with whom the prisoner said he lived, might select which he liked best, and absconded with them, but the silversmith did not charge for either of the ewers, and did not at the time of the delivery intend to charge for either of them until he had ascertained which would be chosen. This was held to be theft, because the **possession** only, and not the **right of property** had been parted with. See Davenport's case, cited in Arch. C. P. 279.

* * *

And in R. v. Sharpless, 2 E. P. C. 675, a hosier was requested by the prisoner to take a parcel of silk stockings to his lodgings, out of which the prisoner chose six pairs, which were laid on the back of a chair; the prisoner then sent the prosecutor back to his shop for some articles, and while he was absent, absconded with the stockings; the judges held that this amounted to theft, the prisoner having clearly obtained possession of the goods with intent to steal, the prosecutor not meaning to part with his property in them till he should receive his money.

Sect. 31. Payment on Delivery

In Campbell's Case, 11 M. C. C. 179, he induced a tradesman to take goods to a particular place, under pretence that the price would then be paid for them, and afterwards induced him to leave the goods in the care of a third person, from whom the defendant got the goods without paying the price; the tradesman swore that he did not intend to part with the goods until they were paid for, and the jury found that the defendant intended, from the very begin-

LEGAL TERMS EXPLAINED.

Mr. Lear has prepared a little pamphlet explaining the more common legal terms, copies of which will be supplied to readers of Hardware and Metal for a nominal charge of fifteen cents.

ning, to get the goods without paying for them. This was held to be theft.

* * *

In Gilbert's Case, 1 M. C. C. 185, Gilbert bargained for goods, for which, by the custom of trade, the price should have been paid before they were taken away, took them away without paying and without the consent of the owner, not intending to pay for them, but meaning to get them into his own possession, and dispose of them for his own benefit; this was held to be theft.

* * *

In Pratt's case, 1 M. C. C. 250, Pratt intending to get goods by fraud, had them put into his cart upon the express condition that they should be paid for before they were taken out of it, and then took them out of the cart without paying for them, and converted them to his own use; this was held to be theft.

Sect. 32. Paying for Goods With Counterfeit Money

In R. v. Small, 8 C. & P. 46, Small induced a tradesman to send his goods by a servant to a particular place, with change for a crown piece, and on the way met the servant, and giving him a counterfeit crown piece, induced him to part with the goods and change which he had not authority to do without receiving payment; this was held to be theft.

Sect. 33. Paying for Goods With Worthless Cheque

In the case of R. v. Stewart, 1 Cox 174, A. and B. ordered goods of C., who

sent them to the house of A. and B. by his (C.'s) servant D., with strict orders not to part with the goods without receiving the price of them. When D. arrived with the goods A. and B. gave him a cheque which they knew was worthless, wherefore D. left the goods. This was held to be theft of the goods.

Had C. himself delivered the goods, or had D. had a general authority to act for C., then it would have been a case of obtaining goods by false pretence, and not theft.

Sect. 34. Goods Delivered in Mistake

A carrier's servant left goods at the house of the defendant by mistake, but without any inducement from the defendant, who afterwards, knowing that they had been left there by mistake and did not belong to him, converted them to his own use. He was held guilty of theft. See R. v. Little, 10 Cox 559.

Sect. 35. Ring Dropping

Obtaining money on goods by the practice of ring dropping, as it is called, is also theft. In R. v. Patch, 1 Leach 238, the prisoner, in the presence of the prosecutor, picked up a purse in the street, containing a receipt for £147 for a "rich brilliant diamond ring," and also the ring itself; it was then proposed that the ring should be given to the prosecutor, upon his depositing his watch and some money as a security that he would return the ring as soon as his proportion of the value of it should be paid to him by the defendant; the prosecutor accordingly deposited his watch and money, which were taken away by some of the defendant's confederates; the ring turned out to be of the value of 10s. only, and the watch and money were never returned;

(Continued on page 50.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

Reports from all districts indicate a continuance of activity in the hardware trade and favorable outlook for business. There is a good movement of general hardware in the country with a brisk demand for seasonable lines. The upward movement in prices has slowed down considerably and the advances are not so numerous or important as they were a few weeks ago. Indications rather point to the market having about reached the top and that prices have been adjusted in line with the cost of raw materials. Further advances, however, in some lines, may be expected, particularly in finished iron and steel products. A more important feature in the market is a shortage of stocks in both light and heavy hardware which threatens to become more acute as the season passes. The shortage is due to the scarcity of raw materials and difficulty in obtaining labor; the situation in these respects is becoming more serious. The principal advances this week include boiler tubes, boiler plates, spades and shovels, black sheets, tinned iron, soil pipe, roofing papers, clevises, door springs, rivet links, small hose reels, wheelbarrows, horse shoes. The ingot metal markets are generally showing a weaker tendency and declines have to be noted in tin, spelter, antimony and aluminum. In the paint market the situation continues favorable and prices are holding firm, with the exception of linseed oil, which has developed further weakness and quotations are lower. Whiting has advanced but otherwise prices are unchanged. Collections are reported to be showing an improvement.

MONTREAL

MONTREAL, June 1.—Attention in the trade is centered upon the increasingly acute shortage of stocks in both light and heavy hardware, and, although the accompanying advances are not so broad or important as during the upward movement of some weeks ago, the tendency is still strong. A note of relief in the whole situation, is that in pig iron, tin, copper, lead, and other metals there is a general weakness, accompanied by declines in some quarters. It is evident, therefore, that the production of metals is beginning to reach the war consumption, although, at the same time, the finishing and manufacturing facilities have not as yet been developed to a state to take care of the situation and at the same time catch up in the deliveries for domestic needs which were largely neglected for a considerable period. The fact that the market has been cleared of tin plate, that American mills are taking orders for steel for the latter part of the second quarter of 1917 and that fourteen months is the period asked on the delivery of boiler tubes may be taken as an indication of the seriousness of the situation. In the more highly manufactured lines the shortage in certain lines is becoming more acute—this particularly applies to certain metal goods where

there is difficulty in securing raw materials or where manufacturers have been bound up to war contracts. However, the situation in metals referred to would indicate that the top of the movement is near.

Business continues in very fair volume from outside points but there are indications that excessive wet weather has flooded some sections to the extent that agricultural operations have been interfered with; in the city the looked for improvement has not materialized to the extent hoped for. In the paint trade prices on mixed lines for the fall campaign are to be shortly considered but it is not expected that there will be any change in the present schedule; some advances on varnishes may be looked for.

Increase in this report refer to; black sheets, boiler plates, tinned iron, tire steel, soil pipe, tool steel, hoop steel, nails, blue rock pigeons, loaded shells, chain, heavy hinges, spades and shovels, wheelbarrows, drag road scrapers, war-house trucks, roofing papers, roofing materials, chamois, clevises, doors springs, rivet links, lamp wick, black wire cloth, ironwood blocks, valves, wrenches, pumps, tinned wire, Irwin ear bits, small hose reels, melting ladles, cross cut saws and the general items of tin, enamel, galvanized and copper ware to which reference has been previously

made. In the metals lead and antimony are marked down and there is a general weakness; scrap metals are affected by this declining tendency and a number of quotations show reductions.

Tin Continues Weak.—Following a decline of half a cent last week, the tin market has continued easy, and the tendency is to lower levels. Both London and New York report weak conditions, the decline in the latter market for the past month being $4\frac{1}{2}$ cents a pound for spot, while futures are 2 cents the pound lower, and there are no evidences that there will be any early revival of strength; at the same time radical declines are hardly to be looked for while the war consumption continues. Montreal quotation: $52-52\frac{1}{2}c$ —weak.

Copper Still Easy.—The decline in the copper market last week has not been sufficient to adjust the situation to a more solid foundation and the outlook is for further shading of the prices. New York is half a point off for the week and a full point for the fortnight. The dominating influence in the American market appears to be the resale of lots of copper from consumers and speculators in the force of slow buying. Late reports are to the effect that there is still plenty of copper available, but there is not the same tendency to press it on the market. Export orders have been poor and munitions buying forecast did not materialize. Authorities on the situation report that the increased production appears to be equal to both domestic and foreign demand. Montreal quotation: $32-32\frac{1}{2}c$, easy.

Spelter Is Very Weak.—Spelter still continues to hold its position on the local market so far as general quotations are concerned but its weakness has been increasing for several weeks and it would appear that a reduction in the price is only being deferred. The downward movement in New York has covered a total decline of over 4 cents and the market continues weak; London has also reported heavy breaks recently. The absence of demand continues to be the dominating feature of the American situation according to New York reports. The consumers who have been buying on a hand-to-mouth basis are showing little interest, although the price has been forced to the lowest level in six months. One theory is that when the buying on the part of producers once gets a start it will be followed by a general rush for supplies, with prospects of a reaction in price. Montreal quotation: $22\frac{1}{2}-23$ —weak and dull.

Lead Records a Decline.—Last week's weakness having been continued, there has been a decline of a quarter point on lead and the situation is easy at the lower level. New York reports that the market is dull and recently unchanged. The Trust has maintained its quotation throughout the weak spell but the outsiders continue to show a disposition to cut prices. Montreal: 10-10¹/₄c easy.

Antimony Continues Down.—A cut of another 6 cents this week on the price of antimony makes a total of 10 cents for the recent downward movement and indicates the manner in which the bottom has fallen out of the market. New York in the same period has lost 12¹/₂ cents so that the situation is by no means strong on the present basis. Montreal quotation: 38 cents—easy.

Solder and Other Metals.—The marking down of tin, and the generally weakened position of that metal, have caused an easier tone on the solder situation, and some fractional shading of prices. Quotations have been nominal in character for a long period and promise to continue so while the abnormally high cost of raw materials has the effect of creating a considerable range in the quality of the product. Nominal quotations 32¹/₂ to 36c. Sheet zinc shows no developments and is steady at 31c and 31¹/₂c for casks and part casks, respectively. Aluminum continues nominal at 68c. There have been some advances on Babbitt metal recently but it is difficult to give actual changes, this product having been very unsettled since the outbreak of the war; makers have made no general effort to follow all the fluctuations of the raw materials.

Iron and Steel Situation.—Little more can be said of the situation in manufactured iron and steel than that the conditions which have been so often described during the past few months are unchanged, except that the shortage of certain lines is more acute. When it is stated that American mills are taking orders for steel plates for delivery during the latter part of the second quarter of 1917 and that makers of boiler tubes are asking 14 months delivery on their product, it will be appreciated that the situation is a serious one. Sheets and tin plate are getting short in supply; and with shortage of raw materials for some sizes, the outlook is that there will be difficulty in getting delivery of certain wrought iron pipe, particularly the galvanized, for fall delivery. Advances during the week have not been many. The situation appears to be that, even though there are prospects of supplies becoming entirely exhausted in certain lines, quotations are already so high and the market so unsettled that prices are no more than nominal. In the primary American market the recent developments in steel and iron indicate that the shortage of pig iron is not so acute now as the finished steel.

Pig Iron Situation.—Although prices continue generally firm and there is no evidence of material reductions immediately, the tone of the pig iron market is somewhat easier. Indications are that

production is now keeping better pace with the enlarged consumption. At the same time the development of finishing facilities does not seem to be on so broad a basis, and the shortage of finished steel, according to American reports is now more acute than that of the basic metal.

The Pipe Situation.—As has been previously stated, Canadian manufacturers of pipe are finding that they are running short of raw material for certain sizes—particularly some of the larger measurements, secured from the States and for this reason there are indications that price adjustments will be made to meet the situation. This may not result in an actual shortage of supplies to the Canadian trade, as wholesale dealers are said to have good stocks on hand, but the market quotations are likely to be affected, and it may be that there will be difficulty in making fall deliveries of some sizes, particularly in the galvanized.

The Tin Plate Shortage.—Dealers in metal products state that the market is practically bare of tin plate and that there are no supplies available from the usual sources, makers who formerly supplied the market giving no quotations and declining orders with thanks. Reports from England are to the effect that the makers' price there is considerably higher than that being nominally quoted for the Canadian market; considering the cost of transportation on such heavy materials, insurance, etc., it will be seen that the figures given for this market are purely nominal and only small orders could be filled at any figure.

Plates and Sheets.—The situation as regards steel plates shows no improvement, and reports are that American mills are now taking orders for delivery during the second quarter of 1917. On sheets, both black and galvanized, the market is unsettled as regards quotations to the retail trade, wholesalers generally making their prices accord with the stocks on hand, and this has its effect when there is seriously difficulty in securing delivery of some gauges. To meet a market in which there is considerable spread, Hardware and Metal has readjusted quotations as follows, but prices slightly higher or lower may be heard:

10 gauge, \$4.60; 12 gauge, \$4.70; 14 gauge, \$4.65; 16 gauge, \$4.60; 18-20 gauge, \$4.05; 22-24 gauge, \$4.00; 26 gauge, \$4.05; 28 gauge, \$4.10.

Boiler Plates Advance.—Recent advances have been made in the local prices on boiler plates, the increases being the direct result of higher quotations in primary markets. New prices are: Plates, ¹/₄ to ¹/₂ inch, per 100 lbs., \$4.05; Heads, per 100 lbs., \$4.25; Tank plates, 3-16 in., \$4.75.

Tinned Iron Higher.—Advances have been made on tinned iron of \$1.00 per cwt. This follows the general trend of the market for such materials. New prices follow:

72x30 up to 24 gauge, case lots \$14.25. 72x30, 26 gauge, case lots \$14.75. Less than case, 25c per 100 lbs., extra.

Tire Steel Goes Up.—A small advance of 10 cents has gone into effect on tire steel, following the higher prices in the steel market. The new quotation is \$3.50.

Advance on Soil Pipe.—An advance on soil pipe is covered by a reduction of the discount from 70 per cent. to 65 per cent. on medium and extra heavy, up to 6 inch; on the 8 inch, the discount is still 45 per cent. Lead pipe remains steady at \$14.00 and lead waste pipe at \$15.00.

Tool Steel Higher.—The price of cast tool steel has scored another advance. A local quotation for Black Diamond tool steel is given at 12 cents, as compared with 11¹/₂ cents formerly.

Hoop Steel Up Again.—Advances on the price of hoop steel continue. One local wholesale house gives new prices as follows:

Half inch, 20, \$5.65; 21, \$5.90; 22, \$6.20; five eighths in. 20, \$5.45; 21, \$5.65; 22, \$5.85; three quarters inch, 20, \$5.20; 21, \$5.35; 22, \$5.65; seven-eighths inch, 16, \$4.80; 19, \$4.95; 20, \$5.10; one inch, 16, \$4.65; 17, \$4.65; 19, \$4.80; 21, \$5.20; one and eighth inch, 19, \$4.70; 20, \$4.95; 21, \$5.20; one and quarter inch, 17, \$4.65; 19, \$4.70; 20, \$4.95; 21, \$5.20. one and half inch, 17, \$4.60; 19, \$4.65; one three quarters, 17, \$4.60; 19, \$4.65; two inch, 17, \$4.60; two and half and three inch \$4.45.

In Hardware Lines.—There is considerable activity in prices on general hardware lines this week, but nothing to compare with the conditions prevailing during the great upward sweep. In a broad way it would appear that the market is riding on the crest, and, although there are advances to come in many departments, and no general reaction is in sight, there is a feeling that the worst has been passed and that the question of securing supplies is likely to prove of more importance in the immediate future than that of price changes.

An Advance on Nails.—An advance of 5 cents on wire nails has been adopted by the majority of local wholesalers, the new basis being \$3.75. This advance was anticipated in view of the last movement of wire prices. The situation in staples, which have not yet changed, is very firm.

Ammunition.—The prices for Dominion loaded shot shells have been advanced in sympathy with the upward movement of raw materials—explosives, shot and brass. The new discounts are as follows: Crown black powder 10 and 5 per cent.; Sovereign bulk smokeless powder 17¹/₂ per cent.; Regal dense smokeless powder 17¹/₂% Imperial, both bulk and dense smokeless powder 15 per cent. and Canuck smokeless 15 and 21¹/₂ per cent.

There are still unsettled conditions in the market as regards small ammunition, owing to the fact that new prices for Winchester have not been finally adjusted, and this affects the situation for U.M.C., as the latter is in future to revert to the basis of the former instead of following Dominion.

Blue Rock Pigeons.—The cost of blue

rock pigeons for trap shooting is advancing. One wholesale firm gives a new quotation of \$7.50 per thousand, which covers an increase of 50c per thousand.

Chain Prices Up.—While quotations on chain are nominal as between different jobbing houses, a general advance of 60 cents on the recent basis can be made for proof coil and B.B.B. New prices on proof coil are therefore: ¼ inch, \$9.45; 5-16 inch, \$8.10; 3-8 inch, \$7.35; 7-16 inch, \$7.10; ½ inch \$6.95; 9-16 inch, \$6.95; ⅝ inch \$6.80; ¾ inch, \$6.70; ⅞ inch, \$6.55 and 1 inch \$6.40.

Heavy Hinges Higher.—New and higher prices have gone into effect for heavy tee and strap hinges following the higher cost of raw materials. Light tee and strap are unchanged for the time being. Net new prices on the heavy follow:

	Strap	Tee
4 in., doz. pairs	\$1 47	\$1 24
5 in., doz. pairs	1 78	1 55
6 in., doz. pairs	1 92	1 75
8 in., doz. pairs	2 43	1 98
10 in., doz. pairs	4 65	3 56
12 in., doz. pairs	5 77	5 62
14 in., doz. pairs	6 60	5 73

Shovels Have Advanced.—Another advance on the prices of all shovels and spades has gone into effect, being the result of the higher cost of raw materials. New discounts follow:

	1st	2nd	4th
Shovels	40	12½	30%
Socket scoops	40	35	..
Rivet scoops, 37½%.			
Drain tools, 40, 12½%.			
Hollow backs and sand, 1st, 40, 12½%, and 4th, 30%.			

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

The discount on steel snow shovels will probably be placed at 33 1-3 per cent.

Wheelbarrows Higher.—The prices of wheelbarrows have been adjusted to higher levels. Navy, steel wheel, advanced from \$26.25 to \$31.25; garden, steel wheel, from \$39.60 to \$43.20; light garden from \$30 to \$33.75; heavy garden, L side, from \$36.30 to \$39.90; heavy farm, solid side, from \$39.60 to \$43.20. Sterling barrows are now quoted: No. 2 and No. 6, \$75 and, and No. 10, \$87.50.

Drag Road Scrapers.—There have been general advances on drag road scrapers. New quotations are: Nos. 1 and 2, with runners, \$9.20 and \$9; Nos. 1, 2 and 3, without runners, \$8.50, \$8.25, and \$7.50.

Warehouse Trucks.—One wholesale house advises an advance of about 50c all round on warehouse trucks. These include half iron, full iron, barrel, grocer and bag trucks.

Roofing Papers.—Further advances on roofing papers have gone into effect. New quotations are:

Cyclone dry	68c
Cyclone tarred	80c
Surprise sheeting	43c
Heavy dry and tarred	\$2.15

Roofing Materials.—Ready roofing of the quality usually known as an asphalt, has advanced in price; 1 ply is now quoted \$1.35; 2-ply, \$1.65, and 3-ply, \$1.95.

Chamois Up 25 Per Cent.—An advance of about 25 per cent. has gone into effect on chamois. New quotations are:

No. 1	\$4.30 per doz.
No. 2	5.00 per doz.
No. 3	6.25 per doz.

No. 4

No. 5

Clevises Cost More.—An advance in price of particular interest to coach-builders is on clevises, which are now quoted 1c per lb. higher than formerly.

Perfection Door Springs.—Higher prices for Perfection door springs have gone into effect. The new quotations are: No. 1, 22c; No. 2, 24c; No. 3, 26c; No. 4, 30c; No. 5, 39c; No. 6, 43c; No. 7, 47c.

Japanned Rivet Links.—There are now higher prices prevailing for japanned rivet links, the new quotations being as follows:—3-16, \$1.50; ¼, \$1.80; 5-16, \$2.95; ⅜, \$4.75; 7-16, \$6.40; ½, \$8.55.

Lamp Wick is Up.—One of the first advances on lamp wick in a long period has recently gone into effect, and jobbers are now quoting as follows: No. O, 15c per roll; No. A, 20c per roll; No. B, 29c per roll, and No. D, 45c per roll.

Black Wire Cloth.—Another of several advances on black wire screen cloth have gone into effect, the local quotation now being \$2.25 per 100 square feet.

Iron Wood Blocks.—An advance on common iron wood blocks has the effect of reducing the discount allowed from 50 per cent. to 45 per cent.

Valves.—Two weeks ago reference was made to a local wholesale house which had advanced the price on Jenkins Globe standard valves, the discount being reduced from 60 to 55 per cent. This week the same firm reports that on the Jenkins Globe genuine the discount has been cut from 30 per cent. to 25 per cent.

Higher Prices for Pumps.—Owing to the rising cost of raw materials general advances on pumps are to be looked for. One local wholesale firm reports that prices have been increased about 10 per cent. This firm also reports an increase on bench vises of 15c each.

Stanley Braces.—An advance on Stanley braces, which is evidently part of the readjustment of the prices of the Stanley Rule and Level Company referred to a couple of weeks ago, amounting to about 10 per cent., has gone into general effect.

Tinned Wire.—New prices are being quoted on tinned wire covering a small advance and a general readjustment of the quotations up to 16-gauge above which the prices are unchanged. New quotations: No. 10, \$6.20; No. 11, \$6.30; No. 12, \$6.35; No. 13, \$6.45; No. 14, \$6.55; No. 15, \$6.70; and No. 16, \$6.85.

Miscellaneous Items.—There are a number of other increases reported this week, including car bits, hose reels, melting ladles, picture nails and cross-cut saws. The discount on Irwin car bits is now 45 per cent., as compared with 50 per cent. formerly. Small garden hose reels show a considerable increase. Melting ladles, both single and double, have advanced about 20 per cent. Picture nails, 0-9 x 2½ and x 3, have advanced from \$1.55 to \$1.80. The advance on cross-cut saws is a general one and important.

Old Materials.—With the ease in the metal markets there has been a decline on a number of items of scrap. Brass, copper, composition and turnings are marked down 1c, lead ½c, and zinc 2c. New quotations are: Tea lead, 5¾c;

heavy lead, 6¾c; heavy brass, 15¾c; heavy copper, 20¾c; machine compositions, 16c, and composition turnings, 13¾c.

Shortage of Goods.—The difficulties being encountered in the hardware trade, owing to shortage of goods, continues. This applies not only to the heavy goods, but to many lines of shelf hardware, and particularly to manufactures of sheet steel, brass and aluminum, as well as many imports. The troubles of the trade in this matter of supplies is increasing seemingly as price advances become less active.

New Discounts on Wares.—The general readjustment of the discounts on various wares and sheet metal lines, referred to last week, have gone into effect, covering advances on enamel, Japan, tin, galvanized, copper and other utensils. Amongst the lines affected are: Various enameled wares; Japanned wares, including feed pans, watering pots and coal hods; stamped ware, plain and re-tinned; copper bottoms; tinner's trimmings, plain, general and re-tinned, and milk can trimmings; cream cans, milk cans, delivery cans; pieced tinware; sheet iron and steel ware; light and heavy steel spiders; stove shovels; steel sinks, painted and galvanized; light and heavy galvanized pails; galvanized tubs, boilers, sprinklers, garbage pails, and coal hods; paper and wood-lined stove boards; stove pipe and elbows; copper boilers, kettles, tea and coffee pots; also a number of other lines. There is no change on camp stoves, drum ovens, reflecting ovens or gold pans. Special allowance is made on tea kettles and tea and coffee pots as before—when these goods are not mixed. The advances are, of course, directly due to the increased cost of raw materials in the metal trades, manufacturers having followed the policy of delaying increases as long as possible.

TORONTO

TORONTO, Ont., June 1.—The upward movement in prices appears to be gradually coming to a standstill, and there are indications that the market has reached the top, or at least pretty nearly so. As the conditions are so abnormal, it is hardly safe to venture a definite opinion as to the trend of the market even in the near future, but the opinion is generally held that prices will not go much, if any, higher. Some lines of course may advance, due to special conditions, but for most lines of hardware, prices have, it seems, been adjusted to the level of raw material costs. Present indications rather point to prices of raw materials having gone about as far as they will go. The markets, particularly iron and steel, are much steadier, and advances recently have been of less frequent occurrence than was the case some weeks ago. There is, however, another feature which has to be considered, and that is the disorganization of the labor market on account of enlistments. While this may not necessarily be a direct cause of higher prices, it is already curtailing production, and in conjunction with the shortage of raw

materials will result in a scarcity of some lines of hardware. A shortage of goods usually means high prices, so it is likely that the present high levels will obtain for some time to come even if the market does not go appreciably higher.

As already intimated, there are comparatively few price changes to note this week, the most important being on spades and shovels, and boiler tubes, which have advanced. Prices generally are, however, very firm, and there is no indication of weakness in the market. Business in the country districts in general hardware lines continues satisfactory, while there is a noticeable improvement in the city trade. A brisk movement is reported in summer goods, and repeat orders are already coming along in good volume. Sporting goods are in good demand, the improvement in the weather having stimulated business in all seasonable lines. Builders' supplies and building materials are quiet, but in better demand than they were.

Iron and Steel Market.—Although there is still a tendency towards higher prices for steel products, there are indications that the market is reaching the high water mark. There is, however, no falling off in demand, and deliveries are, if anything, getting more backward. There is, therefore, little probability of any pronounced weakness developing in the market for some time to come, and prices, no doubt, will be maintained at a high level for the rest of the year. The steel market in the United States is steadier, and if this condition is maintained, the effect is bound to be felt in Canada. The principal price changes this week include steel bars, which have advanced 25c, and are now quoted at \$3.25 per 100 lbs. base. Even at this price they are lower than Pittsburgh bars would be laid down here; the inference is that there may be a further advance at no distant date. Another advance in lapwelded boiler tubes has been made, and still higher prices are quite possible. The output of iron and steel boiler tubes at present is exceptionally heavy and the mills are very backward in deliveries. Prices on wrought iron pipe are unchanged, but an advance is expected any time on account of the skelp situation. Skelp mills are filled with orders for four or five months ahead and are not taking new business. Boiler plates are very firm at last week's advance and deliveries are running into six to eight weeks.

The steel market in the United States continues strong at current quotations, and specifications against contract continue in large volume. New business is being offered to the mills for the second quarter of 1917, which is an indication that the demand for steel is not falling off very much. Prices, although very firm, are steady, and the opinion is generally held that the top has been reached, but no marked decline is expected for some considerable time. Steel bars are unchanged at 3c, plates 3.75c, and shapes 2.60c Pittsburgh.

Black and Galvanized Sheets.—The market for sheets continues stronger, and prices are being well held. Deliveries from most sheet mills are running into

the latter part of the third quarter, while production is being delayed owing to the insufficient supply of sheet bars and delays in deliveries from the steel mills. The market for galvanized sheets is steady, and the situation generally unchanged. Although spelter has declined, the price is not low enough to materially benefit the galvanizing trade.

Pig Iron.—The market continues strong and quotations firm, but unchanged. Foundries are buying carefully, but the tonnage is increasing. The importations of pig iron from Great Britain are increasing in volume, the tonnage for April being valued at about \$123,168, as against \$24,000 for the corresponding month of last year.

Old Materials.—There is nothing of particular interest to note in the scrap market. The situation is generally much the same as during the past few weeks. Quotations on copper and brass are a shade weaker, otherwise prices are unchanged. There is a fair demand generally for old materials, and the market is steady.

Metal Markets.—The metal markets are dull, and prices of some metals have declined. One of the reasons for the easier tendency in most metals, with the single exception of copper, is that production has been increased to a degree equal to the present demand. The dullness in copper is a result of the buying movement having been succeeded by a period of inaction; the position of this metal is nevertheless a strong one. The tin market has been influenced by the weakness in other metals, and has declined. The spelter market is very weak and lower on light demand. The "Trust" price for lead is unchanged, but the outside market is a shade lower than it was last week. Antimony and aluminum are weak and quotations are lower. Solders are unchanged, but have a weaker tendency.

Copper.—The market has declined in London owing to a recent government order which prohibits speculative trading in copper on the London Metal Exchange after May 31st. The New York market, however, is steady but dull at unchanged prices. The buying movement in copper appears to have come to an end for the time being, and the market is, therefore, less active and easier. The position of copper is as strong as ever, and a recovery may be looked for. Copper is unchanged, and quotations are nominal at 32c per pound.

Tin.—The market is weak and lower for spot tin, due to an increase in visible supplies and falling off in demand. The market for futures is firmer and quotations unchanged. Tin has declined 1c, and quotations are nominal at 53c per pound.

Spelter.—The market is lower, both in London and New York. The demand for spelter is very light and price recessions are being made each day. Spelter has declined 2c, and is now being quoted at 18c to 20c per pound.

Lead.—The demand for lead is light, and the market has a weak tendency. The Trust price is unchanged at 7.50c New York, but the outside market is lower. Prices in the outside market now are be-

ing established by second hands, who are offering small tonnages at concessions. Lead is unchanged locally at 9½c per pound.

Antimony.—The market is neglected and buyers show no interest, despite reduced prices. Quotations are lower and nominal at 38c per pound.

Aluminum.—The market is weak and lower, while the demand is somewhat better; the supply is large. Aluminum has declined 2c, and is now quoted at 66c per pound.

Solders.—Prices are unchanged, but have a lower tendency, due to weakness in tin and lead. Prices are given in the current market quotations.

Nuts and Bolts.—The market continues very firm at unchanged prices. An advance of 5 per cent. on nuts and bolts went into effect in the United States market on May 19, due, it is said, to the heavy demand and high prices of steel. Under these conditions high prices may be looked for in this market in the near future.

Wrought Iron Pipe.—The new demand for merchant iron and steel pipe continues heavy, but manufacturers are experiencing considerable difficulty in securing supplies of skelp. With the shortage of raw materials there will possibly be a scarcity of some sizes of pipe.

Wire Products.—The new demand for wire and wire nails, including that for export, is reported to be heavy, and specifications against contracts are very active. There is also a heavy export demand for barb wire, and the output is pretty well sold up for the next three or four months.

Boiler Tubes Advance.—New and slightly higher prices on lapwelded boiler tubes have been announced, and a further advance is looked for soon. The output of iron and steel boiler tubes is the heaviest ever known, and shipments are also breaking records, but the mills are still far back on deliveries.

Spades and Shovels Advance.—Manufacturers of spades and shovels have advanced their prices about 8 per cent., and the new discounts are as follows: Shovels, 1sts, 40 and 12½ per cent.; 2nds, 40 and 5 per cent.; 4ths, 30 per cent. Socket scoops, 1sts, 40 per cent., and 4ths, 35 per cent. Rivet scoops, 37½ per cent. Drain tools, 40 and 12½ per cent. Hollow backs, sand and coal shovels, 1sts, 40 and 12½ per cent., and 4ths, 30 per cent. The above discounts apply to black goods only. Full polished goods are 50c per dozen net extra and half polished goods, 25c per dozen net extra.

Wire Nails.—The situation in wire nails is unchanged, and the market is holding very firm. Wire rods are still being quoted around \$60 per ton at Pittsburgh, but deliveries are very backward. Domestic mills are doing a big export business in wire nails and rods, which accounts for the unusual strength of the market. Wire nails are being quoted at \$3.65 per keg base. Cut nails are firm and unchanged at \$3.40 per keg base.

Utensils.—The market is firm at the advance announced last week. The demand for all lines of ware is good, and

has not apparently been affected by the higher prices.

Stoves.—The stove business is seasonably quiet, and there is little movement in any line of stoves, with the exception of oil stoves, which are reported as being in good demand. Stove manufacturers are becoming rather anxious regarding the shortage of labor and raw materials. Unless the situation improves considerably, it is feared that there will be a scarcity of many lines in the fall.

Seasonable Goods.—A good demand is reported for seasonable lines, such as refrigerators, ice cream freezers, door and window screens, etc. Shipments are moving out in good volume, and repeat orders are already being booked.

Borax Situation.—A great scarcity of borax is reported, and prices are consequently high. As the European supplies have been practically cut off, the entire demand has to be filled by producers in California, who have control of the market. As the demand for borax is unusually heavy and the sources of supply restricted, a scarcity has developed, resulting in high prices.

Wrenches Advance.—A further advance of 10 per cent. has been made in "Trimo" and "Stillson" wrenches.

Lead Pipe.—Although the pig lead market has been fluctuating recently, lead pipe has not been affected and quotations are unchanged. Lead pipe is quoted at \$14 and waste pipe at \$15 per 100 lbs., with a discount of 5 per cent. on traps and bends.

Lamp Burners.—An advance of 5 per cent. has been made in "Banner" lamp burners.

Roofing.—There is practically no change in the ready roofing situation. Prices continue very firm, and have an upward tendency. Rags are as scarce as ever, and high in price, with no prospect of any relief. If the demand for roofing became at all heavy, a shortage would develop. Building papers are also keeping very firm, and higher prices are not unlikely. The demand is not heavy, but it better than it was last spring.

Rope.—The situation in the cordage market is unchanged, and prices are holding firm.

LONDON

LONDON, Ont., May 31.—Business locally continues good, and a cheerful spirit prevails throughout the hardware trade. The warmer weather has stimulated business, and there is a good demand for seasonable lines, such as refrigerators, ice cream freezers, screen doors and windows, and lawn mowers, the latter being hard to get. Advances have been made in spades and shovels, horse shoes, galvanized wire clothes line. Both linseed oil and turpentine have, however, declined.

Linseed Oil Down.—The market is weaker, and prices have declined 4c. Oil is being quoted locally per gallon as follows:

	Raw.	Boiled.
1 to 2 bbl's.	85c	88c
3 to 5 bbl's.	84c	87c
6 to 9 bbl's.	82c	85c

Turpentine Also.—The market is also weaker and prices have declined 1c. The

following are the new local prices:—1-barrel lots, 69c; 2 to 4-bbl. lots, 68c; and 5-gallon lots, 76c per Imperial gallon.

White Lead.—The market is firm and unchanged. Pure white lead is being quoted at \$13.95 in ton lots and \$14.25 per 100 lbs. in less than ton lots.

Nails.—Prices are unchanged and firm. Wire nails are quoted at \$3.65 per keg base, and cut nails at \$3.40 per keg base.

Horse Shoes Up.—The new prices on horse shoes are as follows:—Iron, No. 2 and larger, \$4.30; steel, No. 2 and larger, \$4.75.

Spades and Shovels Advance.—The new discounts on spades and shovels are as follows:—1sts, 40 and 12½ per cent.; 2nds, 40 and 5 per cent.; 4ths, 30 per cent.; 4ths, hollow back, 30 per cent. Hollow back scoops, 1sts, 40 per cent., and 4ths, 35 per cent. Draining tools, 40 and 12½ per cent.

The following are net prices on spades and shovels: Firsts, Bulldog and Jones, \$10.48 doz.; 2nds, Burns, \$9.91 doz.; 4ths, Olds and Fox, \$8.90 doz.; 4ths, Hollow back, Black Cat, Star, \$7.85 doz.

Clothes Lines Up.—Galvanized wire clothes lines have advanced, and are now quoted as follows:—No. 18, \$4.50, and No. 19, \$4.10 per 1,000 feet.

Lawn Hose.—The current prices are as follows:—Cable, 70 per cent.; leader, 60 and 10 per cent.; multi red, ½ in., 11c, and ¾ in., 14½c per foot; less 5 per cent. in full reels.

Hose Couplings.—The following are prevailing prices on hose couplings:—

Brass hose couplings, ½ in., \$1.20 doz.; ¾ in., \$1.35 doz. Galvanized hose bands, ½ in., 23c doz.; ¾ in., 23c doz. Brass hose nozzles—Canadian Gem, \$4 doz.; Genuine Gem, \$5.75 doz.

Miscellaneous.—Taylor-Forbes lawn mowers, 50 and 5 per cent.

Screen wire, 100 ft. rolls, \$2.25; 50 ft. rolls, \$2.30 per 100 sq. ft.

Harvest tools, 40-5-5 per cent.

Screen door spring hinges, No. 20, \$10 per cross.

Poultry netting, 25 per cent. on 1 in. and 2 in. mesh.

Glass, 30 per cent.

Fence Staples.—The following are current prices on fence staples: Galvanized in kegs, \$4.80, and in 25-lb. boxes, \$5.05; bright in kegs, \$3.95, and in 25-lb. boxes, \$4.20 per 100 lbs.

Paris Green.—Local prices are as follows:

	Per lb.
½ lb. pkgs.	44½c
1 lb. pkgs.	42½c
25-lb. drums	40½c
50-lb. drums	40c
100-lb. drums	40c
250-lb. casks	39c
600-lb. casks	38¾c

WINNIPEG

WINNIPEG, Man., June 1.—Business for the month just passed has been very satisfactory from the jobbers standpoint, and they are looking forward to a good business during the month of June. Retailers throughout the country express the opinion that now seedling is over their business will pick up, and a very busy summer is being looked forward to. During

the present month retailers are making a special bid for "gift" business, owing to the number of weddings which usually take place in this month. The orders for silver-plated ware, casseroles, cut glass, etc., have been coming in quite freely to the various jobbers, and this would indicate that the merchants are finding money quite plentiful.

It is very agreeable to note the amount of cash business which is being done throughout the country, for this condition of affairs, if it continues, will certainly make collections much easier during the coming fall. Owing to the amount of grain which is still in the country waiting to be shipped, it would appear quite reasonable that on an average this year's amount of cash sales will far exceed those of the last few seasons.

The writer had occasion to be speaking to the representative of one of the largest paper companies in Canada, and was advised that the paper situation is very acute. The manufacturers have adopted a waiting list for such lines as they can supply, and deliveries on these few lines is very uncertain. Should present conditions continue for another few months, it is very hard to predict what position this will place all users of paper in. There is no relief in sight at the present time, and Canada has to depend practically on herself for all the various lines of this commodity which she consumes.

The biggest change in prices for the past week is that applying to the various lines of tinware. New discounts have been issued, and these show that the advance approximates about 10 per cent. One line with which everyone is familiar is that applying to pieced coal oil cans, and the price to-day of one gallon, flat top, is \$2.73 per dozen and the one gallon flaring top \$3.31 per dozen. The new discounts on stamped ware are "Plain" 60 and 65 per cent. and "Re-tinned" 60 per cent. Quotations on other of the lines is appended herewith:

Japanned ware, 10% off list; galvanized coal hods, 25% on list; Japaned coal hods, 5% off list; sheet iron ware, 12½-10% off; Acme fry pans, 60% off.

Another important change which has gone into effect is that applying to rubber belting, the discount now being 50 and 10 per cent. A few prices on the 3 and 4-ply in different sizes, given herewith, will give the reader a little more concrete idea to-day's prices:

3-ply x 1½ in., \$6.75 per 100 ft.; 2 in., \$9.00 per 100 ft.; 2½ in., \$11.25 per 100 ft.; 3 in., \$13.50 per 100 ft.

4-ply x 3 in., \$16.65 per 100 ft.; 3½ in., \$19.35 per 100 ft.; 4 in., \$22.50 per 100 ft.; 5 in., \$27.45 per 100 ft.; 6 in., \$32.40 per 100 ft.

Another advance is reported in the price of Rogers Bros.' 1847 silver-plated flatware.

The latest base price issued on cut clinch nails in boxes of 50 lbs. is given as \$4.20.

We might mention another line which has again come under revision, and that is stove pipe and elbows. The new prices (Continued on page 50.)

WEEKLY PAINT DEPARTMENT

Small Towns Also Have Paint Up

Havelock, Ont., Conducted an Energetic Campaign and Results Were Most Satisfactory—Campaign was First Which Town had Undertaken—Population of Place is 1,300 But Energy of People Shows Spirit of Much Larger Place.

IT is not only the larger towns which have taken an active interest in the clean up and paint up campaign this spring. The town of Havelock, which has a population of 1,300 and is located in the south-east quarter of Peterboro county, had a most successful campaign during the first week in May. The people with one accord took hold of the movement. True there were a few belated ones who have been rather slow in cleaning up but as one of the local papers said they will receive the attention of the Board of Health. In referring to the result of the campaign the Havelock Standard said:

“CLEAN UP CAMPAIGN A HUGE SUCCESS

“Havelock's big ‘Clean Up and Brighten Up’ campaign last week well proved the worth of the movement, and to-day there is a wonderful difference in the appearance of our streets and the front and back yards of our citizens. On Friday last nearly everyone turned out loyally and helped with might and main to make the village look cleaner and more beautiful. Only in a few spots is there still room for improvement, and the few who did not think the effort worth while will be forced to make a belated ‘clean up’ by the Board of Health. The movement was one of education and will serve as a stimulus for the development of a sentiment that will in time be continuous and permanent. In only one particular, that of tree planting, were we disappointed, and that was because it was found impossible to procure the trees near the village in the limited time at the disposal of the committee in charge.

“Let us hope this is but the beginning of the good work and that we will all strive to still further improve and beautify our homes, yards and streets in every way possible.”

The civic spirit is apparently strong in the town of Havelock. There is no doubt many other small places which have taken up the work in a quiet but effective way. The measure of enthu-

Do your share in the “Brighten Up—Paint Up” Campaign.

We want to have the cleanest, neatest and best looking town in the Dominion, and so we hope that every citizen will do his share to fix things up around his own place. Clean up back yards and front yards; remove all old rubbish; keep the grass tidy and well cut; paint your house if it needs it; paint the fences and outbuildings. Take a keen personal pride in your own property and by so doing help your town to look its best.

The regular use of paint is an economy. Properly painted buildings keep in good condition and so save in expensive repairs as the paint protects them from the wear and injury of the weather. Well painted buildings are a source of pride to the owner and add greatly to the selling value of the property.

We are headquarters for all “Clean Up—Paint Up” materials as well as paint. Drop in and see us and we will take care of your requirements. Our goods are right in quality and right in price.

G. Phillips & Son.



Reproduction of advertisement of G. Phillips & Son, hardware merchants, of Havelock, Ont., showing the way the hardware merchants in that town helped along the Clean-Up and Paint-Up Campaign. This advertisement was eight inches deep across two columns and could hardly help but make an appeal to the readers of the paper through its attractiveness and sound arguments. Such advertisements are the exception rather than the rule in small towns. There is no reason why it should be so. Advertisements can be made attractive and appealing if the subject is taken up in a studious spirit.

siasm with which they undertake the work shows their progressiveness in getting in line with a movement which is bound to grow with increasing rapidity. This was the first season that Havelock has undertaken such a project and it

has proved most gratifying. The local newspapers helped along the idea in giving publicity to brighten up ideas. Illustrations were given showing the difference which the expenditure in a few seeds will make. This is along the line of making the village a brighter place. Once the ardor for such work has been aroused the paint-up branch of the campaign can not very well be overlooked. There are other small towns which could well follow the example of Havelock. Hardwaremen in these places should exercise their influence to bring the idea to fruition.

BRANTFORD FAVORS DAYLIGHT SAVING

Brantford merchants and manufacturers have strongly approved of the daylight saving scheme. Canvass was completed on May 25, and a majority have signed the petition to open and close one hour earlier during the three months June, July and August. All that now remains is to get the sanction of the city council to change. It was decided to communicate with the council with a view to the adoption of the resolution approving of setting clocks forward one hour at midnight, June 3, so that the new time will come into operation Sunday, June 4.

FLAXSEED FOR UNITED STATES

The recent shipment of 400,000 bushels of linseed from Argentina to the United States is noted by La Razon, of Buenos Aires, as an instance of the growing market for Argentine products in the United States owing to changed conditions in Europe. In 1915 the United States imported 3,927,542 bushels of linseed from Argentina, or one-third of its total imports of this commodity, though in the previous year practically all of the linseed imported into the United States came from Canada. Formerly, however, Argentina was the chief source of the linseed supply for that country, the United States having imported 5,021,137 bushels of Argentine linseed in 1911.



A BRUSH FOR EVERY PURPOSE

YOUR MONEY'S WORTH

When the consumer buys Brushes or Brooms—he wants to get as long service from them as is possible and also wants the kind that are adapted to his or her particular requirement.

There is a Boeckh Brush or Broom for every known use.

Each type of Boeckh's Brushes and Brooms will give a maximum of service because they are made of the very best of materials by expert Brush and Broom makers.

The patterns and designs are all up-to-date in every detail, and the finish is neat and attractive. We are Brush specialists and stand ready to substantiate every claim we make.

**SELL BOECKH'S BRUSHES AND BROOMS AND
HAVE SATISFIED CUSTOMERS.**

"MADE IN CANADA" for over sixty years.

The Boeckh Bros. Company, Ltd., Toronto, Can.



Jamieson's

Pure Prepared Paints & Varnishes

Each year's sales beat the preceding year's record where the Jamieson line of paints and varnishes is sold.

Business grows by leaps and bounds because we put that "make good" quality into every can that we ship.

If we are not represented in your vicinity, it will pay you to get our exclusive agency.

Write for full particulars.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

THEFT TO KEEP MIS-DELIVERED GOODS

(Continued from page 42.)

it was left to the jury to say whether this was not an artful and preconcerted scheme to get possession of the prosecutor's watch and money; and the jury being of that opinion, convicted the defendant.

Sect. 36. Theft by Clerks and Servants.

Clerks and servants have the lawful possession of their employer's property, but the possession or custody only, the legal ownership of the employer being precisely the same with reference to a servant as to a perfect stranger. Hence, if a servant fraudulently appropriate to his own use, or sell, or give away, his master's goods, this is taking, and he is guilty of theft in an aggravated form, for the law says that he who, being in his master's confidence, betrays the trust reposed in him, shall be punished more severely than one who stands in no such relation. A person convicted of this offence is liable under section 359 of the Criminal Code to imprisonment for fourteen years.

PAINT MAN WOUNDED

Toronto.—James Brady, Queensbury avenue, Birchcliff, is reported wounded in a message received at his home. He enlisted with the 59th Battalion in May, but transferred twice and was last with the 19th Battalion, and had been in action since Christmas. He was employed at Muirhead's varnish works.

OPENING FOR HARDWARE IN FRANCE

(Continued from page 35.)

ed for nailing soles. One hundred tons for immediate delivery.

Nails for upholstery, cut from blue drawn steel sheet, the head then obtained by hammering hot. Fifty to one hundred tons could be placed.

Steel sheet. In various sizes and all thicknesses of current use in manufacture.

Steel, fast.—I have a firm offer for five tons of a quality holding 18 per cent. of tungsten and 20 per cent. if possible. This order of five tons would have to be delivered in lots so as to receive the first one very quickly. Other orders could be secured if it were possible to find a manufacturer who would undertake quick delivery.

Horseshoe Nails of the model called in France "long neck" and assorted sizes: 4, 5, 6 and 7. The total of the offers which I would have to fill immediately amounts to about 150 tons.

Wrenches.—Called in England "Cly-

burn." I have a firm offer for 10,000 assorted thus:—

	Millimetres				
Total length	185	270	315	405	505
Jaws fastening up to	28	35	42	48	57

Mattocks.—Of the current model, but on one side, cutting edge on the other, 100 tons.

Lathes.—I will be able to sell some particularly in small sizes.

It is evident that in a period of war credit is out of the question; however, the conditions imposed by my clients as regards their guarantee to be well served will have to be considered. I can draw to your country important orders but naturally I would have to find a liberal disposition in taking care of my trade.

A very important element in the success of these transactions is to be found in the rapidity of delivery. Scrupulous attention of delivery on time is absolutely essential. Correspondence in French or English. Refer to Trade Inquiry No. 569.

WEEKLY PAINT MARKET

(Continued from page 52.)

at unchanged prices. Whiting has advanced owing to scarcity of supplies and high ocean freight rates.

Linseed Oil Weak Again.—The market continues to sag and prices have again declined. The demand is still light, notwithstanding the reduction in prices from the high level of a few weeks ago. The season which was backward has now given place to better weather and an improvement in demand may result. Prices of oil have a spread of about 3 cents and are as follows:

	Raw	Boiled
1 to 2 barrels	80c-83c	83c-86c
3 to 5 barrels	79c-82c	82c-85c
6 to 9 barrels	77c-80c	80c-83c

Turpentine.—The market is firmer as the same quotations are last week. Stocks of turpentine in the hands of jobbers are light and supplies are slow in coming up from the South on account of the freight situation. Prices of resin have advanced, especially on the cheaper grades; the demand for the latter is heavy and a scarcity has developed. The following prices are being quoted on turpentine in Toronto: 1-barrel lots, 69c; 2 to 4-barrel lots, 68c and 5-gallon lots 76c per Imperial gallon.

Advance in Plate Glass.—An advance of about 15 per cent. has been made in plate glass, the new discount being 20 and 5 per cent. as against 30 and 5 per cent. formerly. The advance is due to the manufacturers having increased their prices, on account of the high cost of raw materials. They have also control of the market and have on more than one occasion raised their prices this year, thus forcing dealers to make the advance noted above. There is a shortage of plate glass which will become more acute later on in the year as the manufacturers, although operating at capacity, cannot keep pace with the demand.

Owing to the conditions prevailing, an advance in sheet glass may be looked for during the month.

Whiting Advances.—The scarcity of whiting is becoming more acute and prices have advanced as predicted in these columns last week. The high prices are also partly due to high ocean freight rates. The following prices are now being quoted. Paris white, \$1.75; common, \$1.50 and bolted \$1.60 per 100 lbs. in barrels.

Paris Green.—There is no improvement to note in the Paris green situation. Manufacturers have sold their entire production and say they will not make any more. The new material "Bug-o-side" is now on the market and hopes are expressed that it will prove a good, substitute for Paris green. The price of "Bug-o-side" is as follows:

100-lb. drums	30c per lb.
25-lb. drums	31½c per lb.
1-lb. package	33c per lb.

Ex-warehouse Montreal or Toronto.

Putty.—The market is firm at the new prices and the advance in whiting made a further advance in putty possible. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40
Pure putty, 70c per 100 lbs. advance.	

WEEKLY HARDWARE MARKET

(Continued from page 47.)

applying to standard stove pipe and elbows, both light and heavy, is given below:

Standard Stove Pipe, 6 in., \$11.75 per 100 lengths; 7 in., \$12.60 per 100 lengths. Stove Pipe Elbows, Light, 6 in., \$1.45 per doz.; 7 in., \$1.60 per doz.; Heavy, 6 in., \$1.92 per doz.; 7 in., \$2.15 per doz.

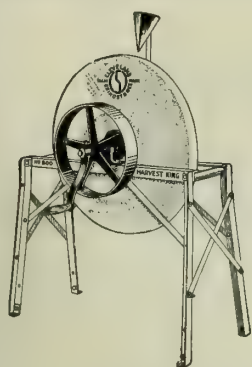
In issuing new prices on metallic cart-ridges, we overlooked inserting the prices applying to those of Dominion manufacture. The new prices on Dominion rim fire smokeless and black in a few sizes is indicated below:

Rim Fire "Smokeless"—B.H. Caps, round, \$2.15; 22 Short, greaseless, \$3.44; 22 Long, greaseless, \$4.88; 22 Rifle, greaseless, \$5.81; 22 Short, hollow point, \$3.71; 22 Long, hollow point, \$5.20.

Rim Fire "Smokeless"—B.B. Caps, 22 Long, \$3.90; 22 Long, rifle, \$4.50; 25 Stevens, short pln ld., \$7.50; 25 Stevens, long, \$10.50; 32 Short, plain lead, \$7.50; 32 Long, plain lead, \$8.60; 38 Short, plain lead, \$12.00; 38 Long, plain lead, \$13.50.

1,000 RIDERS IN BICYCLE RUN

The Bregent Sporting Goods Company announce another bicycle run for June 4th, starting from Phillips Square, Montreal, for a distance of 25 miles each way. One thousand riders are expected to be present.



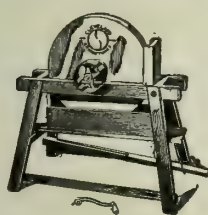
Cleveland Grindstones

Are the only genuine Berea or Huron Grit. They are made only by us—sold to Hardware and Implement Dealers Exclusively.

HARVEST KING

A new, popular price stone that your Farmer Trade has long been demanding. The stout angle steel frame is firmly braced; the stone is 20% larger than furnished in any similar size frame. High-grade roller bearings are used. Write us to-day for complete catalog. Give us your jobber's name and copy of famous book, "How to Keep Mail Order at Home" will be sent free.

The Cleveland Stone Co., Cleveland, Ohio



We have a large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, from which we can fill all orders immediately. Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

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Dept. M, 143-153 University Avenue, Toronto, Can.



YOUR CUSTOMERS KNOW AND TRUST THIS TRADE MARK

If you handle varnishes you will find the label of Berry Brothers a profitable asset in sales making. It is an asset that has been steadily increasing in value since we commenced making varnish in 1858.

Among all classes of varnish buyers Berry Brothers' label is known to be a guarantee that all products sold under it are absolutely reliable and true to description. It is this confidence in our products that makes them so safe to recommend and easy to sell.

We make a specially adapted varnish or enamel for every known use and they can be depended upon to satisfy the most critical customers.

You can build up a bigger varnish business by making a leader of Berry Brothers' line.

Here are four quick sellers :

LUXEBERRY WHITE ENAMEL—Whitest white, stays white. Makes permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—Floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—For general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—For exterior work. Especially adapted for durability under extreme exposure. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(322)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 1.—The time being close at hand when the general adjustment of prices for ready-mixed lines of paints for the fall campaign is considered, interest in the trade is being given to this matter, and a meeting of manufacturers will be held in the near future. Hardware and Metal understands on good authority that the prevailing schedule for ready mixed lines, with the same spread for whites and certain reds and some other colors, will continue into the new campaign. With varnishes the indications are that there may be a general advance in the near future although there has recently been very keen competition in this trade and this may work against united action. So far as paints are concerned there has been a much easier tendency recently in the market for turpentine and linseed oil, but white lead has remained steady and zinc has been firm, while for the other ingredients entering into the manufacturing process the situation is more acute than at any time since the outbreak of the war. The easiness referred to is, therefore, offset by strength in other departments, in addition to which it is pointed out that the makers never took full advantage of the situation in relation to cost of materials.

Briefly, there appears to be no indication of a decline and, on the other hand, the already abnormally high quotations and lower prices of oil and turpentine reduces the probabilities of further advances to the minimum; as for varnishes higher prices were expected to follow the last readjustment of paint quotations and the outlook is that something will be done in the near future.

Oil is still easier this week and turpentine is about the same, although it has recently declined and recovered in other lines there is practically no change. Business continues coming forward in good volume, conditions considered, and deliveries are practically all caught up following the difficulties created by the strike of transport company employees.

Oil Still Lower.—There is a further decline in the market for linseed oil. This comes with continued easiness in the flax situation. At the same time it is increasingly evident that jobbers are not all in the same position in relation to the market and for this reason there is a considerable spread in prices. While the low quotation has been reduced from 82c and 85c to 79c and 82c, for raw and boiled respectively, there are figures of 84c and 87c for raw and

boiled heard and some jobbers are inclined to ask even higher prices rather than to come into the open market. Further adjustments tending from the top to the lower prices are to be looked. The following quotations cover the general situation:

	Raw.	Boiled.
1 to 2 barrels.....	79c-84c	82c-87c
3 to 5 barrels.....	78c-83c	81c-86c
6 to 9 barrels.....	77c-82c	80c-85c

Lead Continuing Steady.—There is no change in the situation prevailing in the white lead market and conditions are steady as at last report, that is \$13.80 for ton lots with 30c added for smaller quantities. The spot situation in the pig lead market indicates that the prices for the metal have shown some decline recently. However, the indications are that the reaction of pig has not yet brought the metal to a level to warrant lower quotations for white lead. A continuation of the present tendency would undoubtedly have some effect, although it is questionable if there will be any marked reductions while the war continues.

Turpentine Uncertain.—There has been noted in the turpentine situation both a continuation of the easier tendency which has been reported for some weeks, and, latterly, some indication of strength. Thus while the quotation dropped to 66c and even 65c for single barrels, and while 66c is still being quoted as the low mark, some jobbers are holding firm at 68c and others report that they are likely to revert to this level if the present conditions continue. However, the slight reaction referred to appears to be a local rather than a general condition and created by difficulty in getting shipments through from the south and, for this reason, the tendency may be of short duration. General market is indicated as follows:

1 barrel	66c-68c
2 to 4 barrels	65c-67c

Gasoline Situation.—The decline of 1c in the price of gasoline recently reported was coincidental with somewhat easier quotations in some sections of the United States. Recent reports from New York in summarizing the situation express the opinion that the crest of the wave in prices has been reached for the time being at least. The decline referred to is the first reaction in price in a long period, and, even though the upward movement may now be checked it is doubtful if there will be any material decline in values while the war continues. At the same time it must be

realised that the present level is due to abnormal conditions and that there will be a decline when these conditions are removed. Following are present quotations in this market.

Gasoline in barrels	33c
Gasoline in drums	30c
Gasoline tank wagon	29½c

Pane Glass List.—The new list of prices on pane glass has been sent out to the trade. It embraces not only new prices but new discounts. There are a great many readjustments covered and the general tendency of price is to higher levels although the general advance is not very material. The situation is generally very firm, however, and easier conditions are not to be expected while the war lasts and European supplies are cut off. Situation as regards plate glass is more serious and much higher prices are being predicted.

Putty and Whiting.—Very firm conditions in the putty market have followed the advance of 15c reported last week. There are indications of a general shortage of whiting at the present time and the cost of imports is steadily on the increase largely owing to the abnormal ocean freight rates prevailing.

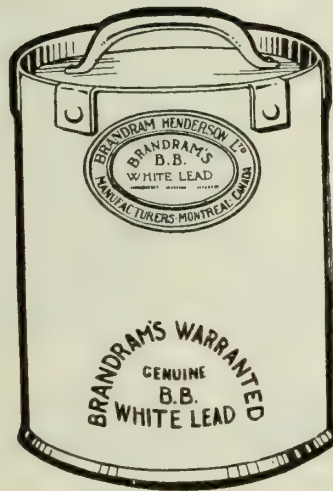
Yellow Ochre Higher.—Supplies of ochre are very short at the present time and there is a general tendency to advance prices. The quotation for the cheapest yellow ochre in barrels is now 29c.

TORONTO

TORONTO, Ont., June 1.—The more seasonable weather has already stimulated business and paints are moving out from the retailers in better volume. The shortage of labor is tending to curtail painting operations which will affect the trade to a certain extent all the season. With regard to the price situation the principal feature is a sharp advance in plate glass caused by the increase in manufacturer's costs. Sheet glass is unchanged in the meantime, although an advance is looked for shortly. The decline in linseed oil continues and another low level has been registered. The oil market is still very weak and unsettled, the demand being very light and the flax seed market weak. Turpentine is a little firmer, but quotations are unchanged. Putty is very firm at last week's advance and although the demand is light a further advance is probable. The Paris green situation continues acute but the substitute which is now on the market may help to improve matters. White lead and paints are firm

(Continued on page 50.)

THE BEST BASIS



for

BUILDING BUSINESS

In Your Paint Department

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 68
Pattern, lb. 64
Sheets, \$1 to \$1.25 base.

AMMUNITION.

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 2 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26 1/2% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15 1/2% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26 1/2% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20-5%; Arrow, 25-10%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38. STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2 1/2%; 22 short, black, 35-2 1/2%; 22 short smokeless, 40-10%; 22 long, black, 35-2 1/2%; 22 long, smokeless, 35-2 1/2%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. black, 15%; Other R. F. Ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Ball, adv., 10%; Pistol and Rifle Shot, 25%; Military and Sporting adv., 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 10 and 5%; "Sovereign" Bulk Smokeless Powder, 17 1/2%; "Regal" Dense Smokeless Powder, 17 1/2%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 15%; Cannon Smokeless, 15 and 2 1/2%; Empty shells, 27 1/2%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; 1/2c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special Rockford's Auger, 50 and 10%. Gilmour's car, 47 1/2%. Clark's expansive, 40%.

AUGERS, POST.

B.T.-8 in. 2 50
B.T.-10 in. 2 75
B.T.-12 in. 3 25

AXES.

Correster, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson. No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. — No. 1, 32c; No. 2, 23c; No. 3, 19c.
Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12 1/2c.

PELTING (Leather). Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

BELLS (FARM) C x 40 lb. 2 75
R x 50 lb. 3 25
A x 75 lb. 4 50

RENZINE. Montreal Toronto Single bbls., gal. 0 32 1/2
Drums, gal. 0 29 1/2

BOLTS AND NUTS Carriage Bolts (\$1), list, 3/4 in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, 3/8 in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%. Sleigh Shoe Bolts, 3/4 in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%. Coach and Lag Screws, 50%. Sken Bolts, 45%.

Square Head Blank Bolts, 30%. Bolt Ends, 30%. Plow Bolts, 30%. Elevator Bolts, 30%.

Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%. Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%. Nuts, square, 2c off list. Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c.

Stove Bolts, 62 1/2%. Tire Bolts, 50%.

BORAX Lump, Crystal Borax, lb. 0 07 1/2

BRASS. Per lb. Springs, sheets, 8" wide, up to 20 gauge 0 60
Rods, base 1/2 to 1" round 0 55
Tubing, seamless base ... 0 55

Tubing, iron pipe size, 1"

base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gal. Standard, welded \$8 00
30-gal. Standard, riveted 8 25
20-gal. extra heavy 11 50

BOARDS, BAKE.

No. 1-18" x 24" 6 60
No. 2-18" x 28" 7 20
No. 3-20" x 30" 7 80

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

Tin Plate Zinc
Per doz.

Pony \$1 75
Crown 3 55
Dandy 3 75

Improved Globe 2 65
Standard Globe 2 75
Neptune 2 75

Original Globe 3 00
Newmarket King 4 25
Victor (Glass) 4 25

Jubilee 4 25
Diam'd King (Glass) 4 50
Western King

(Enamel) 4 25
Beaver, brass 6 00
Wood, double faced. 1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 16 13
Weighted, 20 lbs., per doz. 18 50
Weighted, 25 lbs., per doz. 22 32

BUTTS.

No. 804 and 840, 57 1/2%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%.

Hand delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%. Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50
White Bros. English. 2 00
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00
Fire brick, English 21 00
Fire brick, Mm., low 23 00

Fire clay, 2 1/2-lb. tins, doz. 1 25

CEMENT (FURNACE).

1 1/2 lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal. Roofing cement (in bbls.) 0 25
Cement (in 5 and 10 gals.) 0 23
Cement (in 2 gals.) 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross. 0 65
Carpenters' lead pencils, per gross 2 40
Crayons, per gross 0 20

Carpenter, white, gr. 0 65
Carpenter, blue, gr. 0 80
Carpenter, red, gr. 0 80

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Common cold, 1/2, \$1.25; 3/4, \$1.65; 1, \$2.50; 1 1/2, \$2.75; 1 3/4, \$3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal. Proof coil, per 100 lbs. 1 1/4
\$9.45; 5-16, \$9.10; 3/4, \$8.35; 7-16, \$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8, \$6.80; 3/4, \$6.70; 7/8, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—1 1/2 3-16 in., \$11.45; 1 1/4 in., \$8.15; 5-16 in., \$6.65; 3/8 in., \$5.60; 7-16 in., \$5.60; 1/2 in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, 1/4 in., \$13.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37 1/2%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

Montreal Toronto Casting ingot, see weekly report

Bars, 1/2 to 2 in. 47 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 46 00

Copper sheet, tinned, 14x60, 14 oz. 55 00
Copper sheet, plain, 14x60 base 58 00

Braziers' in sheets, 6x4 base 47 50
COPPERINE No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 33 1/2
No. 7, lb. 0 32 1/2
No. 8, No. 9, No. 10, No. 12 0 32

COAL TAR.

Crude coal tar, per bbl. \$4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES.

Montreal Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized Apollo Crown Gorbals 18x24x52 .. 6 25 6 25 6 50
60 .. 6 50 6 50 6 75
20x28x47 .. 6 75 6 75 7 00
20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box IC, 14x20 base \$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades— IC, 14x20 base 6 50
IX, 14x20 base 7 50
IXX, 14x20 base 8 50
IXXX, 14x20 base 11 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 7 75
IX, 14x20 base 8 75
IXX, 14x20 base 9 75

CHARCOAL TERNE PLATES. Dean or I G Grade— I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

COKE, BRIGHT.

Bessemer Steel— 10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 4 to 4 1/2c per lb.

DRILLS.

Bit Stock Drills, 50%. Wood Drills, 20%. Straight Shank Drills, 45%.

MADE IN CANADA


3 SPECIALS GUARANTEED
 TO GIVE EXCELLENT SERVICE

IMPERIAL
GENUINE

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS
HEAVY
PRESSURE

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL
COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



"Muresco" Will Introduce You to Many New Customers

It's known, used and recommended by thousands of homes.

Once Known—Always Used.

It is superior to kalsomine or any other wall finish.

There is no rubbing, cracking, peeling or blistering.

It is wonderfully durable in service and attractive in appearance.

Made in 18 tints and colors. It will be well worth your while to look into our agency proposition. Drop a card for full details.

BENJAMIN MOORE & CO., Ltd.
West Toronto

If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00	7 00
1 X, 14 x 20 base	8 25	8 25
1 X N, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	65	10
Kearney & Foot, Arcade	65	10
J. Barton Smith Eagle	65	10
Disston Brand	65	5
McClellan Globe	65	10
Black Diamond	55	
Delta Files	60	10
Nicholson	55	
Globe	65	10
Vulcan Brand	65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.
London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30
Tank wagon	0 29½

Any quantity, in bbls. 32

Drums, 40-gal., per gal. 29

Tank wagon 28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ¼-in., \$16.80; ½-in., \$21.

HAMMERS, SLEDGECan., 5 lbs. and over, cwt. 8 85
Masons, 5 lbs. and over, per cwt. 10 10
Napping, up to 2 lbs. 0 13½**HANDLES (WOOD)** Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 04

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith 9 00

Atlas, steel covered 5 25 6 60

Perfect, No. 1 8 50

Perfect, No. 1½ 9 50

Perfect, No. 2 10 00

New Milo, flexible 6 00

Steel King Hangers, doz. sets 6 40

Storm King and safe-

ty hangers 5 75

Storm King rail 4 70

Crown 4 85

Crescent 7 25

Sovereign 6 50

Chicago Friction, Oscillating

and Big Twin Hangers, 5 per

cent.

Steel track, 1 x 3-16 in.

(100 ft.) \$3 25

Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 7 20 8 25

No. 2 7 80 8 50

HINGES, TEE AND STRAP

Net Prices.

Heavy Strap Tee

4-inch \$1 48 \$1 24

5-inch 1 79 1 55

6-inch 1 94 1 75

8-inch 2 64 1 98

10-inch 4 65 3 57

12-inch 5 78 5 63

14-inch 6 59 5 74

Net price figured at 22½%.

Light.

3 in., doz. prs. 0 43 0 43

4 in., doz. prs. 0 51 0 47

5 in., doz. prs. 0 60 0 55

6 in., doz. prs. 0 72 0 64

8 in., doz. prs. 1 06 0 76

10 in., doz. prs. 1 49 1 02

12 in., doz. prs. 2 55 1 91

14 in., doz. prs. 2 34

Heavy tee and strap discount.

22½%.

Light tee and strap discount.

50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. 5 50

Over 14 in., per 100 lbs. 4 90

Larger 4 60

Extra hooks for above, %

in., per lb. 5½

Extra hooks for above, %

in., per lb. 5½

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps

55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$9.75; No.

50, \$24; No. 51, \$10.20; No. 120,

\$18.60; No. 2255, \$19.20.

Chicago hold back screen door

iron, gross, 12 per cent.

Chicago spring hinges, 15 per

cent.

Triplex spring hinges, 40 per

cent.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub. 3¼-lb., \$4.55 doz.**HOOKS, CORN.**

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS English

No. 2, per doz. 2 00 3 60

No. 3, per doz. 2 10 4 10

No. 4, per doz. 2 20 4 60

No. 5, per doz. 2 40

HORSESHOES

Iron shoes, light, medium and

heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show

pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel

shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special

countersunk steel, all sizes, 0-4,

\$6.75; toe weight steel shoes, all

sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.40; "Sharp"

No. 2 and larger, \$1.60; "Sharp"

No. 1 and smaller, \$1.75 Put up

in 25-lb. boxes.

HOSE, LAWN

Corrugated, ¾ in., ft. 0 11

Corrugated, ¾ in., ft. 0 14½

Less 5 per cent. for full reels,

500 ft.

Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal Toronto

Angles base 3 50 3 50

Common bar, per

100 lbs. 3 00 3 00

Refined iron, per

100 lbs. 3 05 3 25

Horseshoe iron, per

100 lbs. 3 45 3 00

Norway iron 7 25 5 50

Mild steel 3 30 3 25

Band steel 3 30 3 50

Sleigh shoe steel 2 30 3 00

Domestic 3 30 3 00

Reeled machinery

steel 4 50 4 50

Tire steel 3 50 3 25

Toe calk steel 4 20 4 25

Mining tool steel,

per lb. 0 11½ 0 10

Cammell Laird, lb. 0 18

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool

steel, per lb. 0 12 0 11

Silver tool steel, lb. 0 17½ 0 18

Spring steel 4 35 4 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 08

% to 11-16 0 05½

¾ to 1 7-16 0 06½

2 to 3 0 05

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots 14 25

72x30, 26 gauge, case lots 14 75

Less than case, 25c per 100 lbs.

extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,

per set 0 85

Mrs. Potts, No. 50, nickel-

plated, per set 0 90

Mrs. Potts, handles, japan-

ned, per gross 8 40

Sad irons, common, plain 5 00

Sad irons, common, plated 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad irons, each 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

No. 70, Dover, per doz. 21 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock 13c ft.

Ontario 17c ft.

Faultless 21c ft.

Mechanic 26c ft.

Hercules 24c ft.

Perfect 23c ft.

Faultless, extra heavy 26c ft.

Hercules, extra heavy 29c ft.

Mechanic, extra heavy 31c ft.

Chair ladders, each \$2 00

B.T. Standard 17c ft.

B.T. Economy 13c ft.

B.T. Iron Bound, 4-9 ft. 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 50c ft.

Crescent 16c ft.

Household 12c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

Common and Roped Extension.

Up to 32 ft. 16c ft.

Up to 26 ft. 18c ft.

40 to 44 ft. 19c ft.

48 to 52 ft. 24c ft.

56 to 60 ft. 29c ft.

Single and Fruit Picking

10 ft. to 16 ft. 12c ft.

18 ft. to 22 ft. 13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet,

plain, per doz., \$5; all brass, per

doz., \$10.25; all brass, nickel-

plated, per doz., \$15.25.

Banner Buggy \$10 40

Banner Junior 5 00

Climax 5 00

Trullite 7 25

Beacon 7 25

No. 2 or 4, plain cold blast

Short globe, pattern 7 25

Cold blast, japanned 7 75

Brass, well japanned 9 05

All brass 24 25

Little Bobs A.C. doz. 2 00

Copper, well jap'd. 11 25

LANTERN GLOBES

Cold blast, short 0 60

Cold blast 0 60

Cold blast, London 0 50

Prism globes 1 20

Cold blast, short ruby 2 00

Cold blast, common ruby 2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd

26-gauge, pat'd metal lath 0 13

24-gauge, pat'd metal lath 0 15

23-gauge, pat'd metal lath 0 17



When Your Paint Stock Gets Low

That is the time to "Get Out of the Rut" and make your re-orders read "Canada Paint." Get the benefit of our big Consumer Campaign and be assured of quicker sales for the remainder of this season.

Re-order

Canada Paint

and make certain of the C.P. Agency in your district for next year and the year after.

Our Co-operative Selling Service this year is the most extensive in Canada, but it cannot be compared with what is planned for 1917.

The wise merchant is in the same class as the proverbial "Early Bird."

*Re-order time is the right time to
"Get Out and Get Under."*

The Canada Paint Company, Limited

572 William St., Montreal

112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,
Toronto, \$3.65 base; Montreal,
\$3.75 base; London, \$3.05 base;
Collingwood and Owen Sound,
\$3.70 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/2-inch	\$4 10
No. 4, 1 3/4-inch	3 80
No. 5, 1 1/2-16	3 25
No. 6, 2 1/2	3 00
No. 7, 2 5-16	2 85
No. 8, 2 1/2	2 75
No. 9, 2 11-16	2 65
No. 10, 2 1/2	2 55
No. 11, 3 1-16	2 45
No. 12, 3 3/4	2 48

London, Hamilton, Montreal,
Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in.
and 2 in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto, 25%;

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	

OAKUM

	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palacine	0 17 1/2	0 17
Caster Oil, per lb.	0 45	0 35
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

OLD MATERIALS

Tea lead, pack, 5 1/2 lb.
Tea lead, chest, 5 1/2 lb.
Lead (heavy), pipe, etc., \$6.
Brass, heavy, 15 1/2 lb.
Brass, light, 12 lb.
Zinc, heavy, 12 1/2 lb.
Copper, heavy, 20 1/2 lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 16 lb.
Compos. turnings, No. 1, 13 1/2 lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 71
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry Fibre, No. 1	0 43
Plain fibre, No. 2	0 47
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

Per 100 lbs.

Heavy dry straw

Heavy tarred straw

2 05

2 05

2 05

2 05

2 05

2 05

2 05

2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 00

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth,
25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
1 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

In effect April 26, 1916.	
Buttweld	Per 100 feet
	Black Galv.
1/8 in.	\$ 3 00 4 50
1/4 in.	3 06 5 43
1/2 in.	3 91 6 08
3/4 in.	4 72 7 65
1 in.	6 97 11 31
1 1/4 in.	9 43 15 20
1 1/2 in.	11 28 18 29
2 in.	15 17 24 61
2 1/2 in.	23 99 38 90
3 in.	31 37 50 87
3 1/2 in.	37 72 61 18
4 in.	44 69 72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	198 75
8 in. x 25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 22 lbs. per ft.	156 80	241 60
10 in. x 10 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30
Discount 45 and 2%.	

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London.... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
p r 100 lbs.	4 00	37 5
Heads, per 100 lbs.	4 25	4 00
Tank plates, 3-16 in.	4 75	4 50

PLUGS (METAL)

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.

Iron burrs, 37 1/2%.

Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.

Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Asphalt roofing, 1 ply	1 35
Asphalt roofing, 2 ply	1 75
Asphalt roofing, 3 ply	1 95
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Exello, 1-ply	1 60
Exello, 2-ply	2 15
Exello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Liquid roofing cement, per	
gal. in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06 1/4
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mont-
real.

ROPE

Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	13 1/2
Sisal basis	13 1/2
Single lath yarn basis	13 1/2
Double lath yarn	14
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31
Above quotations are basis	
prices (5% and larger), and are	
subject to usual advances for	
small sizes.	
Cotton rope, 3-16 in.	0 27
1/4 in. and larger	0 26
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelle Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.
Net prices on Champion scales	
are as follows:	

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

Medium	Doz
Heavy	\$2 15
Heavy	3 60

SCRAPERS (Road, Drag)

No. 1, 2 runners, \$9.20, \$9.
No. 1, 2, 3 runners, \$8.50, \$8.25,
\$7.50.

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws.	60%.

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 65	4 35
16 gauge	4 60	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

Re Gauges of Sheets.

In the quotations which follow
on sheets, it is advisable to note
that Queen's Head, Fleur de Lis,
and Gorbals Best Best, also Col-
borne Crown are English gauges,
while Apollo and Premier are
U.S. gauges. American 10% oz.
is the same as English 28 ga.;
American 28 gauge is the same as
English 26 ga. The heavier
gauges are almost identical, the
English sheets running slightly
lighter than the U.S. standard.

SHEETS, CORRUGATED

	Per 100 sq. feet.	
	Galvanized	Painted
28 ga.	\$ 5.50	\$2.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

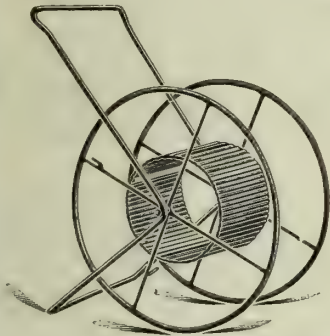
Above prices are subject to 1/2
per cent. discount to dealers.

Galvanized

SUMMER LINES

THAT WILL SELL QUICKLY NOW

Progressive merchants will most likely see on this page articles that it would be well to have in stock now. They are all in good demand and it's bad business to disappoint customers.



Dunham Water Weight Rollers

can be made heavy enough for firm turf or Tennis Court and light enough for the softest lawn. They can be emptied for moving or storing away. Axle revolves in hardened steel roller bearings.



GARDEN HOSE, GARDEN TOOLS AND SUMMER SPORTING GOODS

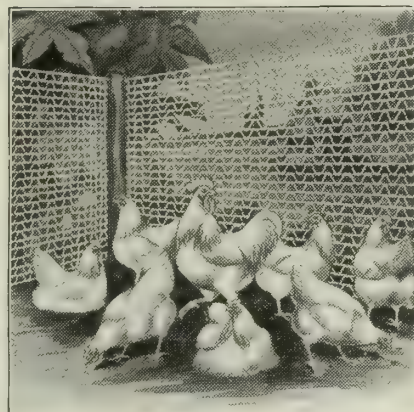
We carry full lines of Garden Hose, Hose Reels, Nozzles and Couplings, Wheel Barrows, Grass Shears, etc.

Also Lawn Tennis Requisites, Lawn Bowls, Cricket, Baseball and Golf Requisites, Fishing Tackle, Canoes, etc.

BLACK SCREEN CLOTH----Full Stock----All Sizes

U. S. Poultry Netting

U.S. Poultry Fence is five or six times as strong and at least 100 per cent. better than the old style netting. It does not require top rail or base board. It is so made that it is impossible for it to have long and short wires or irregular sized and shaped meshes.



U. S. Poultry Netting

U.S. Poultry Fence has parallel wires that cannot buckle, bag or sag, because there is no crosswise pull. It is built and stretches like a farm fence.

We have in stock at the moment full range of all sizes—

2 inch mesh from 12 inches to 72 inches.

1 inch mesh from 12 inches to 48 inches.

RICE LEWIS & SON
LIMITED
TORONTO **ONTARIO**

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels 40 12½ 30%
Socket spades, 40 40 5%
Rivet scoops, 37½%
Drain tools, 40, 12½%
Hollow backs and sand, 1st. 40.
12%, and 4th, 30%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES

Per square
Standard galvanized \$5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.

Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

SNAPS

Harness, 25 per cent.

SOLDER

Montreal Toronto
See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR

Guaranteed 0 21
Strictly 0 29
Commercial 0 26½

SOLDER, WIPING

Star extra 0 28½
Easy 0 26½
Acme 0 25½

SPELTER. See weekly report.**SPOUTS**

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES

Per cwt.
Montreal, Toronto and London

Fence staples, galv., in kegs 4 95
Fence staples, galv., 25 lb. boxes 5 20

Fence staples, bright, in kegs 4 15

Fence staples, bright, in 25-lb. boxes 4 35

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00

Grand Rapid, japd., ball-bearing 26 00

Grand Rapid, N.P., ball-bearing 29 00

Princess, N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bearing 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each .. \$2 75

Ontario, 2-passenger, each.. 3 75

Ontario, 4-passenger, each.. 4 50

Strafrod, 4-passenger, each 6 00

Boysers Gliding Settees with awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks, blue and tinned, in weights;

Swedes; Swedes upholsterers' bulk; Swedes brush, blue and tinned, bulk; Swedes glimp, blue, tinned and japanned; zinc

tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount, 75 and 10%.

TAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout

nails, blue; clout nails, tinned; chair nails; cigar box nails; patent

brads; fine finishing; picture frame points; lining tacks, solid

head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tuffing buttons, 22 line, in doz.; only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 75

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50 ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv., wall ties, per 1,000. \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and 5%.

TROUGH (EAVE)

C. G. Square head and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount 45 and 2%.

TRACK

R.T. Double Angle.. 12 & 10c ft.

R.T. Double T. 11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5 40

12 ft., each 3.00 20 ft., each 6 00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09¾

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb. Montreal Toronto

5-ply and up 0 27

4-ply 0 26 0 26½

3-ply 0 25 0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2½ in. 17 00

100 ft., 2½ in. 18 90

100 ft., 3 in. 21 50

100 ft., 3½ in. 26 40

100 ft., 4 in. 32 65

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 00

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 53 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½%; patent quick

opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

WARE, JAPANNED

Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED

White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

WARE, TIN, PIECED

Discount, 17½%.

6, 10 and 14-qt. flaring pails.

17½%.

Copper bottom tea kettles and

boilers, list.

WARE, STAMPED. Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

WASHERS, IRON.

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS, Horse, 3¼c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 31 25

Gardner, steel wheel, doz. 43 20

Light garden, per doz. 33 75

Heavy garden, L-side, 29 90

Heavy farm, solid side 43 20

WHIFFLETRES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

doz. 9 75

Tubular steel neckyokes, 26

inches, per doz. 12 00

Tubular steel doubletrees,

40 inches, per doz. 12 50

Tubular steel lumberman's,

44 inches, per doz. 13 00

WIRE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, add

33 1-3%; 25 to 36 gauge, add

20%.

WIRE, CUT HAY BALING.

No. 9, \$3.75; No. 10, \$3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13½, \$4.10; No. 14, \$4.25; No. 15,

\$4.50. Plus 7½%.

F.o.b. Toronto, Hamilton and

Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70

6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5.15; No. 19, \$5.40.

F.o.b. Toronto, Hamilton, Mont-

real, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19,

Munro's Dry Colors

Made in Canada

REDS GREENS YELLOWS
BLUES PARIS GREEN

The Allan Munro Color Company, Limited
Montreal



604

RAMSAY'S PAINT

Quite
Simple!

If a customer asks for a good paint for an interior, or exterior, give him Ramsay's.

That's all there is to it.

It should take no selling—the name is sufficient guarantee of the quality.

If you don't handle it, write us for particulars for the agency.

Ask for booklet on color schemes.

A. Ramsay & Son Co.

Est. 1842.
Montreal
Toronto
Vancouver



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry. 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. irons 0 07
Lampblack 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Fluoristre 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Moore's Enamel 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French medal 0 20
English common sheet 0 12
English prima 0 25
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 20
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags. 0 35
Gelatin, 112 lb. bags. 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)
Double
Size United Inches Star Diamond
Under 25 \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 84 22 35
85 to 90 24 35
91 to 94 25 00
95 to 100 29 00
101 to 105 32 00

106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price
United Inches Star Diamond
Up to 25 \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 85 22 35
86 to 90 24 35
91 to 95 25 00
96 to 101 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots Montreal Toronto

"Anchor Pure" \$13 80 \$13 95
O.P.W. Decorators' Pure 13 80 13 95
Crown and Anchor. 13 80 13 95
Crown Diamond Pure 13 80 13 95
Elephant Genuine. 14 10 14 25
Green Seal 13 80 13 95
Moore's Pure White Lead 12 80 13 95
O.P.W. Decorators Pure 13 80 13 95
O.P.W. English 14 05 14 20
Painters' Perfect 13 35 13 50
Ramsay's Pure Lead 13 80 13 95
Tiger Pure 13 80 13 95
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15.50
Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste
1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00
5-lb. bottles 14 00

10-lb. bottles 29 00
25-lb. irons 25 50 13 00

50 lb. irons 12 50
100-lb. irons 24 00 11 75

200-lb. irons 11 60
Barrels 11 00

F.o.b. Toronto Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)
Brandram-Henderson's "English" white 2 65
"English," ordinary colors. 2 50
Benjamin Moore's "Egyptian" Brand 1 80
Canada Paint Co.'s Pure 2 35
Crown Diamond 2 35
Crown Diamond, floor. 2 00
Elephant 2 35
Frescotone, white 2 50
Frescotone, colors 2 40
High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and Anchor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 55

Minerva, ordinary colors 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Low Bros. Hard Drying Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN

Mun. C.P. Ber- ro's Co. gers

600-lb. bbls. 38% 38% 39½

250-lb. kegs. 29 39 39½

100-lb. drums. 40 40 40½

50-lb. drums 40 40 40½

25-lb. drums 40½ 40½ 41

1-lb. 100s 42½ 42½ 43

½-lb. 100s 44½ 44½ 45

1-lb. 100s 43½ 43½ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

PUTTY

Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange. 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal. Liquid Slating, B.B. \$3 00

STAINS

Gal. Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis 2 80

Croo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Per gal. cans Brandram-Henderson, Ltd. "Gold Medal" 1 80

Copalgine Varnish 2 25

C. P. Co's Sun Varnish 2 25

Depend on Light Hard Oil Finish 1 55

Dulcloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing liquid 1 05

Elastic Oak 1 70

Elastic Interior 2 80

Elastic Exterior 3 00

Elastic Excella 2 00

Everlastic (Floor) 2 30

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxeberry light 2 60

Luxeberry spar 4 10

Luxeberry exterior 4 50

Marble-ite 2 30

Mar-Not 2 70

Martin-Senour finest inter'r. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 20

Pure Orange Shellac 2 05

Sherwin-Williams "Kopal" Varnish 2 50

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 50

Sun-Spar Varnish 4 00

C P W Sun Varnish 2 25

WATER PAINTS

Opalite, 300 lb. bbls. 0 12

Opalite, 100 lb. kegs. 0 12½

1 gal. package, per pkg. 0 65

½ gal. package, per pkg. 0 35

Corallite, 5-lb. pkgs. 0 04½

WASTE (POLISHING)

Cream 0 17

WASTE, WHITE WIPING

XXX Extra 0 16

X Grand 0 15

XLGR 0 14

X Empire 0 13

X Press 0 12

WASTE, COLORED WIPING

Fancy 0 11½

Lion 0 10½

Standard 0 09½

Popular 0 08½

Keen 0 07½

WASTE, WOOL PACKING

Arrow

Axle Prices on application

Anvil

Anchor

WIPERS, WASHED COTTON

Select White Prices on application

Dark Colored Prices on application

Mixed Colored Prices on application

This line subject to trade discount for quantity.

WAX

Per lb. C. P. Floor Wax 0 30

Ronuk Floor Wax, lb. 0 38

Berry Bros. 0 37

Anchor 0 33

O.P.W. Lion Brand 0 3



The Professional Painter

who has tried and tested various varnishes, almost invariably uses

Dougall Varnish

This is the varnish that will give the best service to your customers, and it is the varnish that it will pay you to stock and to feature.

Let us send you full particulars.

The Dougall Varnish Co., Limited, Montreal

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

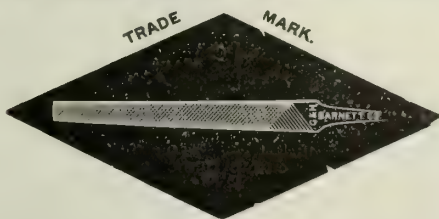
ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
1 1/4 c. per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12 1/4 c.; 57
to 70 lbs., 11c; 71 to 83 lbs., 10c;
84 lbs. and over, 9 1/2 c.

AXES

H. B., 1 lb., \$6.75 per doz.; 1 1/2
lbs., \$7.15; 2 lb., \$7.40; 2 1/2 lb.,
\$8; 2 3/4 lbs., \$8.25; 3, 3 1/2 and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2 1/2 lb., \$10; 3 lb., 3 1/2
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7 1/2 lbs., \$28 per doz.; 7 1/2 to
9 lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-23 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.20.

BOLTS

Carriage, 3/4 and smaller,
35%; 7-16 and larger, 20%; ma-
chine, 5% and under, 35%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 60%; shaft bolts, 20%;
tire bolts, 35%; sleigh shoe bolts
to 3/4, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coil, 3-16 in., \$10; 1/4, \$7.25;
5-16, \$5.85; 3/8, \$5; 7-16, \$4.75; 1/2,
\$4.50; 9-16, \$4.50; 5/8, \$4.40; 3/4,
\$4.25. Logging, 5-16, 6 1/4 c.; 3/4,
5 1/4 c.; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.60; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVES, MALL. 8 1/2 c. per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60c per lb. Tinned, 47c; Braziers'
soft copper, 10-24 ft., 26c; 27 1/2 c.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
1/2 in. round shank, 40 p.c.
Evestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIXTURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2 1/2 p.c.; light, 25 and 12 1/2 p.c.

FORMALDEHYDE

400-lb. bbls., 14 1/4 c. lb.; 125-lb.
kegs, 16 1/4 c. lb.; 10-lb. jugs, \$1.85

each; 24-oz. bottles, \$3.85 doz;

12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES. Nicholson's, 57 1/2 p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$4.95 per case.

GALVANIZED WARE.

Net list.

Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

Single Double

Up to 25 in. 6 75 10 25

26 to 40 7 50 11 75

41 to 50 10 00 13 25

51 to 60 10 50 14 00

61 to 70 11 25 14 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.

Corrugated Strap Hinges—4,

\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,

\$4.75; 12, \$7.20.

Corrugated Tee Hinges—4,

\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;

10, \$5.90; 12, \$8.35.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2

and larger, \$4.65; snowshoes, No.

0 to No. 1, \$5.15; No. 2 and

larger, \$4.90; steel, No. 0 to 1,

\$5.35; No. 2 and larger, \$5.10;

featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

1 1/2 in., \$3.80; 1 1/4, \$3.80; 1 in.,

\$3.90.

IRON GALVANIZED

Apollo and

Premier de Lis

10 1/4 oz. or 28 Eng... 7 70 7 50

28 Am. or 26 Eng... 7 50 7 25

26 Am. or 26 Eng... 7 20 6 95

24 7 05 6 55

22 6 45

18 and 20 6 85 6 25

16 Am. 6 70 6 10

14 Am. 6 50 6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,

6c per lb.; 4 lbs., 7 1/2 c. per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron

handles, 85c a dozen. Mrs. Pott's

improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,

60c; B, per case 6 doz., \$4.10; per

doz., 75c.

LANTERNS

No. 2, plain 7 50

No. 20, X-ray 11 25

No. 22, Dash-board 10 00

Trullite short, globe, doz... 7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1; boiled, per

gal., \$1.02.

These prices are for barrels.

Less amounts 5c per gal. extra,

with additional charges for cans,

etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,

f.o.b., Winnipeg, \$4.20.

NAILS, HORSE

Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,

\$2.90; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance

over list; case lots, net list.

Hexagon, small lots, 1c advance

over list; case lots, net list.

OIL CANS. Gal-

Tinvanized

1/2 gal., dome top...\$2 14 \$...

1 gal., dome top... 2 81 4 25

2 gal., dome top 4 05 6 00

3 gal., dome top 5 20 8 65

5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 16 1/2 c. gal.;

Royalite oil, 17c gal.; Palatine

oil, 20 1/2 c. gal.; Capital Cylinder,

56c gal.; Standard gas engine

oil, 42c; Polarine oil, 60c gal.;

Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;

less than barrel lots, 4c; golden

ochre, barrels, 4c; less than

barrels, 5c; Venetian red, bar-

rel, \$2.50; less than barrels, \$3.50;

American vermilion, 20c; Eng-

lish vermilion, \$3 per lb.; Can-

adian metallic oxides, barrel lots,

3 1/2 c.; English purple oxide, in

casks, 3 1/2 c.; less quantities, 4c

per lb. Red lead, kegs, \$14; 15c

lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

1/4 inch, \$6.45; 3/8, \$6.55; 1/2,

\$7.35; 5/8, \$9.28; 1, \$13.72; 1 1/4,

\$17.73; 1 1/2, \$21.20; 2, \$28.55; 2 1/2,

\$47.15; 3, \$61.65.

IRON PIPE

Black, 1/4, \$3.70; 3/8, \$3.78; 1/2,

\$4.87; 5/8, \$5.92; 1, \$8.75; 1 1/4,

\$11.30; 1 1/2, \$12.50; 2, \$18.18; 2 1/2,

\$30; 3, \$39.25; 3 1/2, \$47.25; 4,

\$56; 4 1/2, \$68.78; 5, \$80.10; 6,

\$103.95.

Above prices on pipe under

revision; advance will be about

5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c

lb.; less, 44c lb. In 1/2-lb. pkgs.,

full cases, 46c lb.; less, 46 1/2 c. lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8

inch, \$4.75; full polish, 6-7 inch,

\$5.50; 8 inch, \$5.75; Black sheets,

\$1.05; 8 inch, \$4.90; Black sheets

28 gauge, \$3.60; 26, \$3.45; 24,

\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,

\$3.10; 10-12, \$3.15.

PLOW SHARES

10c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in.,

\$1.75 per dozen.

PUTTY

100-lb. irons 3 25

25-lb. irons, per cwt. 3 50

1 1/2-lb. tins 0 07

RIVETS AND BURS

Iron rivets, 30 per cent.; cop-

per, No. 7, 66c lb.; No. 8, 66c;

No. 9, 67c; No. 10, 71c; No. 12,

75c.

Five-lb. assorted boxes, No. 8

gauge, 74c lb.; No. 10 gauge, 79c

lb.

Copper Burs, No. 7, 65c; No.

8, 66c; No. 9, 68c; No. 10, 71c;

No. 12, 76c.

ROPE

Sisal, 14 1/2 c. base; pure Manila,

23c base; British Manila, 18 1/2 c.

base; lath yarn, 14c base; Afri-

can hemp, 17 1/2 c. base; cotton

rope, 27c.

Tarred Marline Hanks, per

lb., 31c.

SASH BALANCES

(Caldwell).

33 1-3 per cent. off.

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Happy Medium and Watch



Now, When Builders are Busy

and the demand for building material is at its height,
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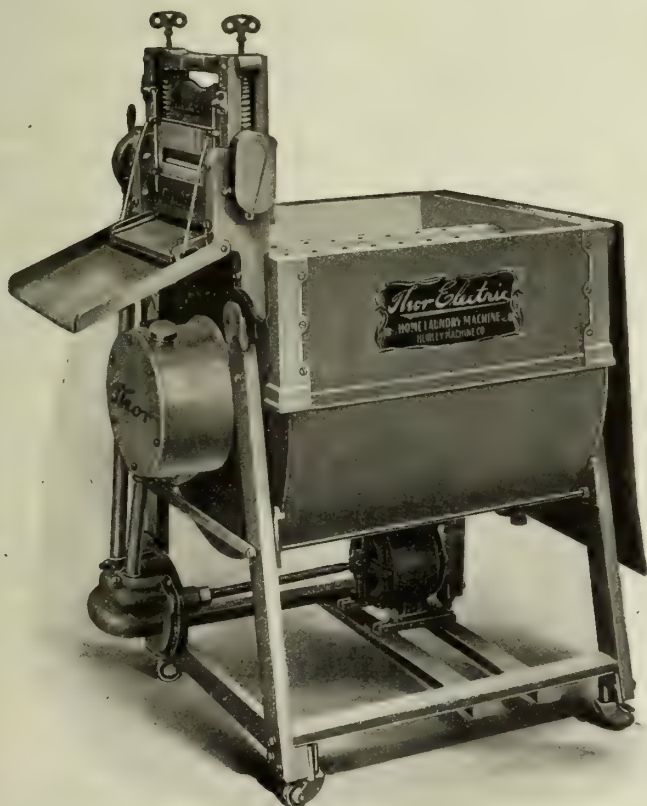
Medium steel, square cold twisted, plain round or square.

Sizes from 1-4 to 1 1-4 inches. Length up to 60 feet.

You can be sure of having your order shipped the same day
we receive it—which is a very strong talking point for you.

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List? It is free upon request.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED



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The THOR Electric Washer Is Built For Lifelong Service

The NEW THOR ELECTRIC HOME LAUNDRY MACHINE is the result of eight years' exhaustive experiment and careful study of market conditions and actual home needs. In offering it to your customers you can do so with the full assurance that you are giving them *Value Received*. It represents the highest attainable standard in electric home laundry machine construction. With the enclosed mechanism—the safety device on the wringer and the noiseless action—the THOR represents a remarkable improvement over previous models. Its simple, strong and sanitary construction commends it to every householder. And so far as efficiency is concerned, the THOR is perfection.

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LITERATURE

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because it combines quality construction and moderate price.

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Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman Gold Trimming.

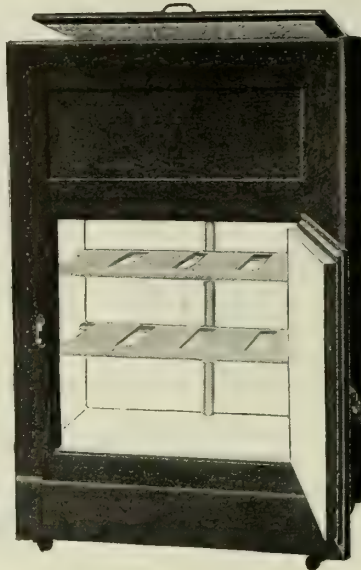
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We also manufacture a splendid line of Screen Doors and Window Screens.

Write for full details and prices.

Our line comprises over 45 styles of refrigerators ranging in price to meet the demand of those who want a cheap refrigerator to the demand for the very best.

The Sanderson-Harold Company Ltd.
PARIS, CANADA

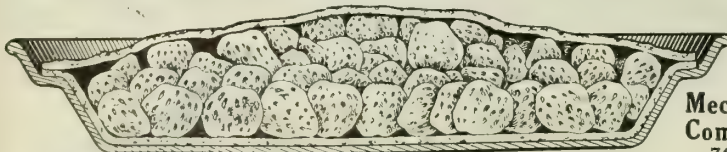


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holds all the juice while the pie bakes, saves sugar and retains the flavor—no boiling over, no more soggy pies, better pies with less worry and trouble.
Made in tin, enamel and aluminum, two sizes in each. Write for prices.



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Exclusively
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ONE thing is very sure—the man who isn't interested in money isn't going to make much of it. He'll "get along," earning probably enough to keep him and his family; but is not liable to accumulate any surplus.

It doesn't make any great difference what particular business you are in; you may be a manufacturer, or a retailer, or a professional man, but if you pay little or no attention to the big subject of money—such attention, for example, as bankers and business leaders give the subject, you'll almost certainly earn a good deal less money than it is possible for you to make.

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The Business Outlook alone is easily worth the \$3 subscription price. If the business man has in advance a fairly accurate idea of the likely course of business, it will help him materially. Shall he largely increase his stocks, enlarge his plant or store, increase his liabilities, widen his credits allowed in anticipation of "good times," or the reverse? In these fundamental business problems *The Post* will give invaluable counsel.

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A MEAKINS' Brush is a Good Brush

If you were asked to describe the ideal brush, what would you say?

Also if you were asked how many varieties of bristles were used in the making of brushes for painters, varnishers, whitewashers, wall paper hangers and others, could you pass a creditable examination?

The point of these questions is to let you see that in the making of brushes there are many things that one doesn't think much about—until his knowledge is put to the test.

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The users of brushes determine in the end the ideal brush, and it is the manufacturer's business to make brushes that will do the work required of them with the best results, and to make the brushes durable, and so weighted and shaped that the hand plying them shall not weary.

For many years we have been making brushes of all descriptions. Our reputation for making good brushes, well-liked by the users of brushes, has grown steadily, until now a MEAKINS-MADE brush is regarded as a perfect brush.

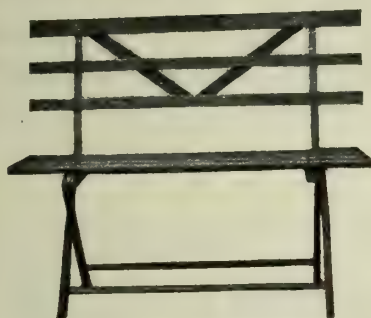
This is why you should handle brushes of our making; they will satisfy your customers, and procure for you repeat orders.

We solicit your custom. Send for our catalogue. Give your orders to your jobber or direct as pleases you.



Meakins & Sons, Ltd., Hamilton, Ontario

Warehouses: Winnipeg, London, Toronto, Montreal



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**"Stratford" Quality
and appearance**

ARE THE RESULTS
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PERIENCE IN MEET-
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THEY POSITIVELY
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Lawn
Furnishings**
that are ready
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Brooms of Quality

may always be had by ordering
our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
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FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Quality Rite-Prices Rite



Quick Service

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A Germantown of quality that gets big business.



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Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

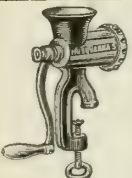
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Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

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Base is adjustable, admitting of top being raised or lowered to any position desired.
A GOOD SELLER. IT PAYS TO HANDLE AYLMER PUMPS.

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FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

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We Want You to Pump Us about the RICHMOND

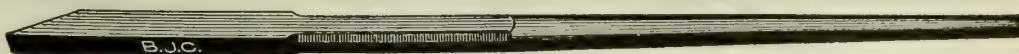
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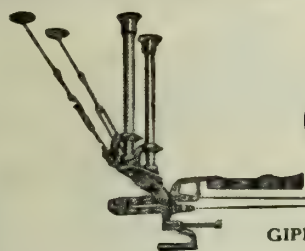
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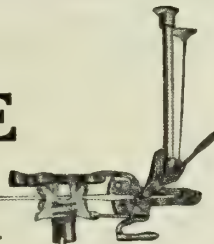
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



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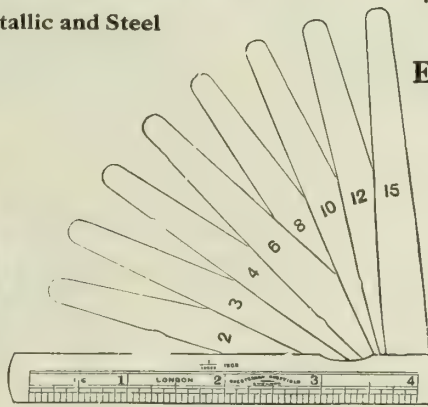
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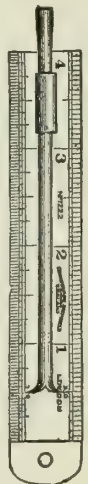
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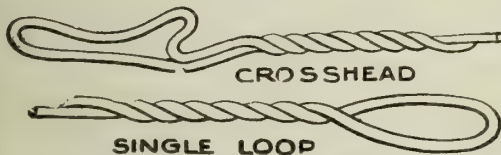
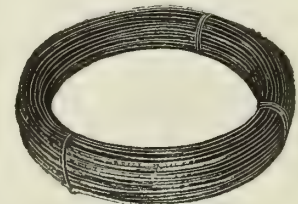
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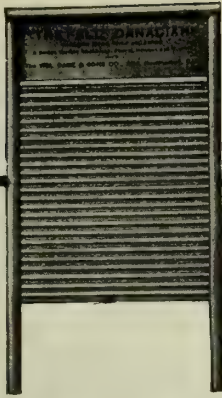
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Montreal.

North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia.

Implements, Farm

Eureka Planter Co., Ltd., Woodstock,
Ont.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Wks., Ltd., Winnipeg.

Iron and Steel Bars

B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd.,
Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pipe

Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pumps

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg.

Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards

McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Japans

Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joint Hangers

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd.,
London, Ont.

Kitchen Cabinets

Stratford Mfg. Co., Ltd., Stratford.

Knife Polish

Jno. Oakey & Sons, Ltd., London,
Eng.

Knives, Hunting and Fishing

Landers, Fray & Clark, New Britain,
Conn.

Marble Arms & Mfg. Co., Gladstone,
Mich.

Geo. Wostenholm & Sons, Sheffield,
Eng.

Knurling Tools

Pratt & Whitney Co., Dundas, Ont.

Ladders, Step

Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf

F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Lampblack

Barton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New
York.

Lamps, Electric

Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.

Lanterns, Gasoline

Canadian Carbon Co., Ltd., Toronto.
National Stamping & Electric Wks.,
Chicago, Ill.

Latchets

The Stanley Works, New Britain,
Conn.

Lawn Fencing and Gates

Banwell-Hoxie Wire Fence Co., Ham-
ilton.

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

B. Greening Wire Co., Ltd., Hamil-
ton.

McGregor-Banwell Fence Co., Walk-
erville, Ont.

Lawn Mowers

Whitman & Barnes Mfg. Co., St.
Catharines.

Lawn Settees

The Dennis Wire & Iron Works,
London, Ont.

Canada Wire & Iron Goods Co.,
Hamilton.

Stratford Mfg. Co., Stratford

Lawn Swings

McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Linseed Oils

Dominion Linseed Oil Co., Ltd.,
Montreal.

A. Ramsay & Son Co., Montreal.

Lead Pipe

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Levels

Goodell-Pratt Co., Greenfield, Mass.

Henry Diston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New
Britain, Conn.

Litter Carriers, Track

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Lockers

Canada Wire & Iron Goods Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Lumbering Tools

Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates

The Barton-Netting Co., Ltd., Wind-
sor, Ont.

Match Boxes, Waterproof

Marble Arms & Mfg. Co., Gladstone,
Mich.

Mats, Rubber

Canadian Consolidated Rubber Co.,
Limited, Montreal, Que.

Mechanics' Tools

Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,
Hamilton.

Pratt & Whitney Co., Ltd., Dundas.

Stanley Rule & Level Co., New
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Metals

The British Aluminium Co., Ltd.,
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New
Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Ham-
ilton.

Williams Bros. & Piggott, Ltd., Bir-
mingham, Eng.

Metal Boxes, for Specialties

Eley Bros., Ltd., London, Eng.

Metal Lockers

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Metal Shingles, Siding, Etc.

Metallic Roofing Co., Toronto and
Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Metal Polish, Emery Cloth, etc.

Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

Metal Windows and Doors

Metallic Roofing Co., Ltd., Toronto,
Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Mitre Boxes

Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-
tain, Conn.

Monel Metal

The International Nickel Co., New
York, N.Y.

Motorcycles

Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Mop Wringers

White Mop Wringer Co., Fultonville,
N.Y.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Nails, Wire

The British Aluminium Co., Ltd.,
London, Eng.

Dominion Iron & Steel Co., Sydney,
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited,
Hamilton.

Parmenter & Bulloch Co., Gananoque.

Nickel

The International Nickel Co., New
York, N.Y.

Oils

Brandram-Henderson, Ltd., Halifax,
N.S.

Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Montreal.

Universal Sales Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal.

Oil Cake

Dominion Linseed Oil Co., Ltd.,
Montreal.

Oil Stones

Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps

Darling Bros., Ltd., Montreal.

Wayne Oil Tank & Pump Co., Wood-
stock, Ont.

Ornamental Fences and Gates

Banwell-Hoxie Fence Co., Hamilton.

McGregor-Banwell Fence Co., Walk-
erville, Ont.

Ornamental Iron and Wire

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

Packing

Canadian Consolidated Rubber Co.,
Montreal.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Pails

Wm. Cane & Sons Co., Newmarket.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

POSITION WANTED

EXPERIENCED HARDWAREMAN IS OPEN for position as hardware or paint traveller. Will take position at once. Apply Box 285, Hardware and Metal. (1f)

WANTED — HARDWARE SALESMAN TO take charge of Western Canada store. Must be thoroughly reliable and able to handle men. Will pay \$125.00 a month to start. Apply Box 286, Hardware and Metal. (23)

WANTED — EXPERIENCED HARDWARE clerk for summer resort hardware, until October next. Apply Wm. Hanna & Co., Port Carling, Ont. (23)

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MISCELLANEOUS

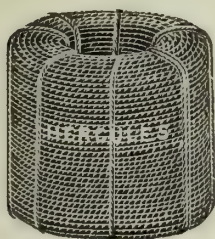
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f) **ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

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Genuine Preparation
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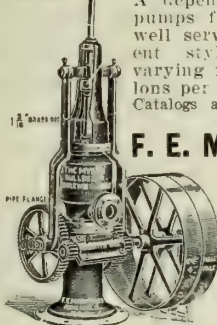
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Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

If interested, tear out this page and keep with letters to be answered.

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- Poultry Supplies**
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.
- Powder Aluminium**
The British Aluminium Co., Ltd., London, Eng.
- Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)**
Pont Powder Co., Wilmington, Del.
- Pulleys**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.
- Pump Valves**
Canadian Consolidated Rubber Co., Montreal.
Darling Bros., Ltd., Montreal.
- Pumps, Iron**
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.
- Pump, Power, Hand**
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
- Patty**
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
- Racks, Wire Cloth Display**
R. M. Bowser & Son, Renfrew, Pa.
- Ranges**
Clare Bros. & Co., Ltd., Preston, Ont.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
- Radiators**
Clare Bros. & Co., Ltd., Preston, Ont.
- Rat Traps**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Rasps**
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.
- Razors**
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield, Eng.
- Razor Hones**
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
- Reamers**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
- Red Lead**
Brandram-Henderson Co., Montreal.
- Registers**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Refrigerators**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Anderson-Harold Co., Ltd., Paris, Ont.
- Reinforcing Concrete**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
- Revolvers**
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
- Rifles**
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.
- Rifle and Shotgun Sights**
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
- Rivets**
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.
- Rockers, Shoofly**
McFarlane Ladder Works, Toronto.
- Roofing**
Bird & Son, Hamilton.
- H. S. Howland, Sons & Co., Toronto.**
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
- Roofing Supplies**
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Runways, Electric**
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
- Rules and Gauges**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.
- Rubber Cement**
Canadian Consolidated Rubber Co., Montreal.
- Saws**
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
- Saws, Cross-Cut**
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.
- Saws, Circular**
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
- Saws, Hand**
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
- Scales**
Aylmer Pump & Scale Co., Aylmer, Ont.
- John Chatillon & Sons, New York**
N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.
- Screen Doors and Windows**
Sanderson, Harold Co., Paris, Ont.
- Screen Door Sets**
The Stanley Works, New Britain.
- Screw Plates**
Butterfield & Co., Rock Island, Que.
- Screw Drivers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
- Screw Driver Bits**
Buck Bros., Milbury, Mass.
- Screw Drivers, Pockets**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
- Screws, Nuts, Bolts**
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood**
Steel Co. of Canada, Ltd., Hamilton.
- Sevthes, Stones**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors**
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
Geo. Wolstenholm & Sons, Sheffield, Eng.
- Sheet Metal Products**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Shelf Boxes**
Cameron & Campbell, Toronto.
- Shellac**
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
- Shelving, Steel Store**
The Dennis Wire & Iron Works, London, Ont.
- Shock Absorbers**
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.
- Staves and Screens**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Silo Irons**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
- Silo Roofs**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Silverware**
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneda Community, Ltd., Oneda, N.Y.
- Skylights**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Sliding Door Hardware**
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Smoke Stacks**
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
- Snow Shovels**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Solder**
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
- Spark Plugs**
Canadian Carbon Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
- Splicing Compound**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
- Sporting Goods**
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.
- Sprayers**
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock, Eng.
- Springs**
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
- Stable Fitting Steel**
The Dennis Wire & Iron Works, London, Ont.
- Stains, Shingle**
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
- Canada Paint Co., Ltd., Montreal.**
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
- Stains, Wood**
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
- Stencils**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
- Stepladder Chairs**
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.
- Store Ladders**
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Stocks and Dies**
Butterfield & Co., Rock Island, Que.
- Stores, Electric**
Mainer Electric Co., Ltd., Winnipeg.
- Stores, Furnaces**
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal.
Wrought Iron Range Co., Toronto.
- Stoves, Sheet Iron**
Collins Mfg. Co., Toronto.
- Stove Pipes**
Collins Mfg. Co., Toronto.
- Sweeping Compound**
Centennial Oil Co., Winnipeg.
- Switches, Electric**
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
- Tacks**
Steel Co. of Canada, Ltd., Hamilton.
- Tank Heaters**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
- Tapes, Measuring**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
- Technical Books**
MacLean Publishing Co., Toronto.
- Tents**
J. Pickles, Winnipeg.
- Threshing Tools**
Pratt & Whitney Co., Dundas, Ont.
- Thimbles**
Collins Mfg. Co., Toronto.
- Ticket Punches**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Tie Posts**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
- Tiling, Wall and Floor**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tinners' Snips**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.
- Tin Plates**
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
- Tinware**
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Tires, Auto, Bicycle and Baby Carriage**
Canadian Consolidated Rubber Co., Montreal.
- Tire-Savers**
Richards-Wilcox Canadian Co., London, Ont.
- Toasters**
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
- Tools**
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas, Ontario.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Sheffield, Eng.
- Tools—Metal Workers'**
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.
- Tool Grinders**
Richards-Wilcox Canadian Co., London, Ont.
- Tool Kits, Automobile**
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.
- Tool Handles and Lumbering Tools**
J. H. Still Mfg. Co., St. Thomas.
- Track, Barn Door**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
- Track Systems**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
- Trowels**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
- Trucks, Feed, Floor and Platform**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
- Tubing, Brass, Copper, etc.**
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
- Tubing, Draught**
Canadian Consolidated Rubber Co., Montreal.
- Tubing, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Vacuum Cleaners**
Daisy Vacuum Cleaner Co., Birmingham, Eng.
Sweeper Vac. Limited, Montreal.
- Vacuum Sweepers**
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Mainer Electric Co., Ltd., Winnipeg.
Sweeper Vac. Limited, Montreal.
- Varnishes; See Paints**
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
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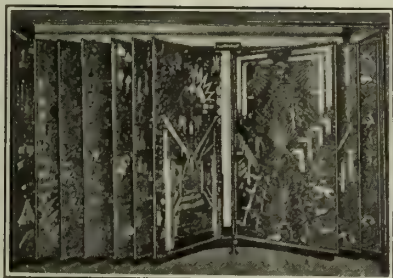
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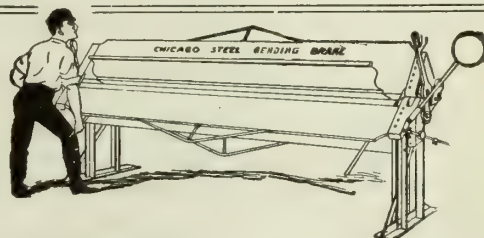
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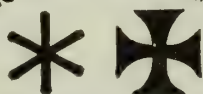
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A Straight Talk from the Manager

No. 41

IN spite of the war there is no doubt that the most prosperous business in Canada at the present time is the automobile industry.

All records in automobile selling are passing into the discard and new figures are being set up all along the line.

As a natural consequence the business in auto accessories is reaching enormous proportions, and is growing more rapidly every month.

This time last year but few Canadian hardware dealers had done anything in accessories. Now the hardwareman who is not handling auto accessories is almost an exception.

What about you? If you are not yet making your share of profits from the auto owners in your vicinity, why not study the buff-colored pages in this week's issue of Hardware and Metal and make a start right now?

Get into the game in time for the profitable touring season.

J. G. L.



Are You Ready to Meet the Summer Demand for Ross .22 Cadet Rifles?

simple and reliable, and it is equipped with excellent peep and globe sights.

Do not forget to place your order for Ross Sporting Rifles well ahead of time. There is sure to be a run on our stock this summer, since the Ross .280 and .303 are replacing the fine European rifles that are now unobtainable.

The Ross .22 Cadet Rifle adds much to the enjoyment of the summer outing. It is most suitable for shooting either at a mark or at smaller game. No expensive ranges are required and the cheapest form of ammunition is used.

The Ross .22 Cadet Rifle is very accurate and has plenty of power. Its action is



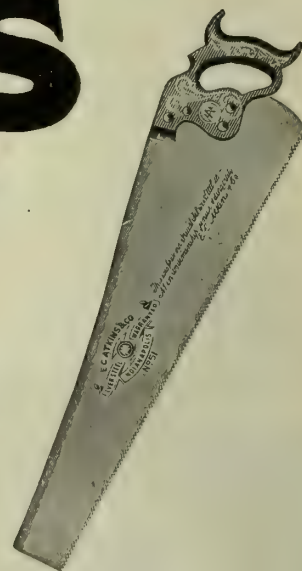
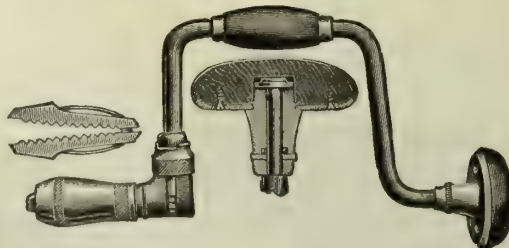
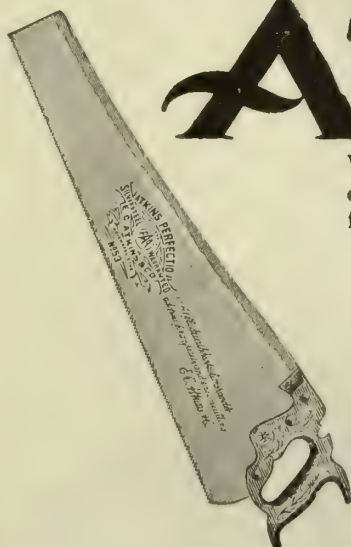
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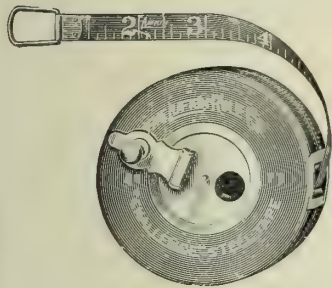


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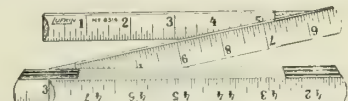
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TINKER TOM'S TALKS.

Talk Number Fifty-two

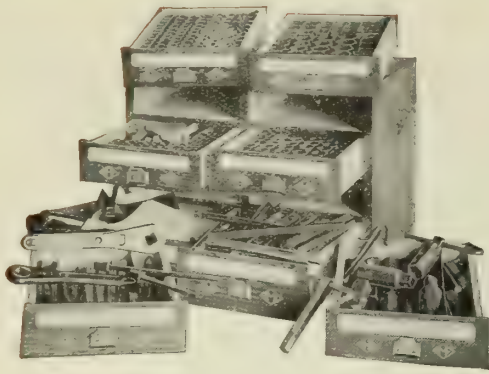
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Look for Talk No. 53 next week.

TINKER TOM.

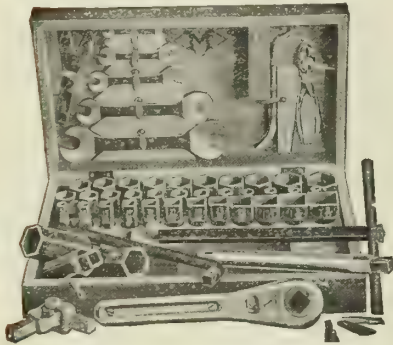
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HAMILTON, CANADA





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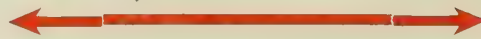


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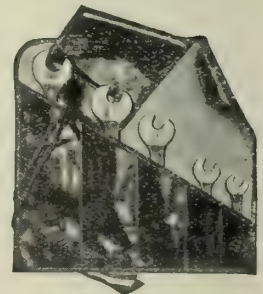


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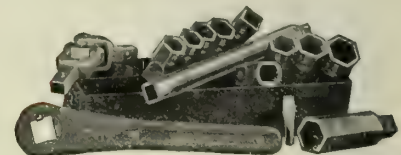
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Ford Socket Wrench Set, No. 30

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HARDWARE^{AND} METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 24

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PUBLICATION OFFICE: TORONTO, CANADA

June 10

1916

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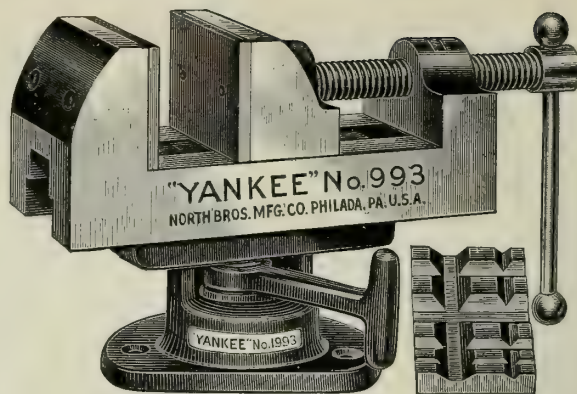
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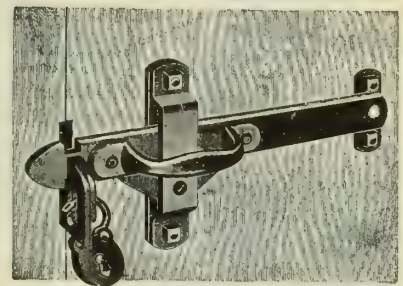
Very best quality.

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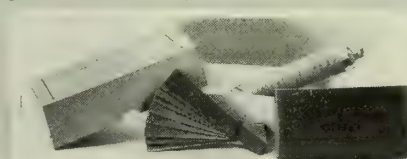
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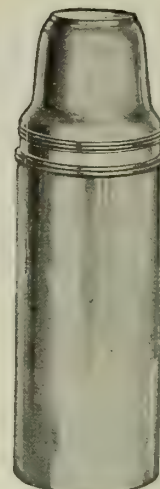
Valve-Grinding Outfit for the car owner. Two tubes, coarse and fine. Carborundum cloth for general use.

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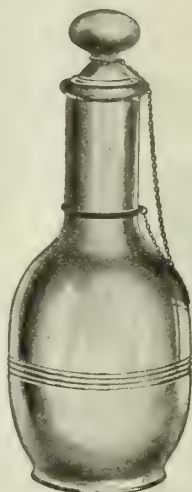
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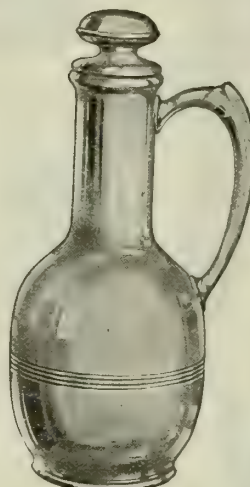


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No. 5822

UNIVERSAL

There are two distinct ways to conduct a retail business. By one method you make customers—by the other you merely make sales. There is a great deal of difference between them and the results produced.

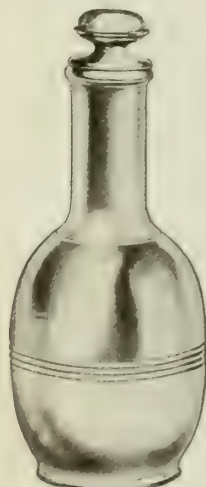
One good customer is worth a good many sales in building up a prosperous business—each sale being only the means to the end.

“Universal” vacuum specialties, appeal particularly to people who appreciate the good things of life, and as they offer an adequate profit to the dealer, you will make no mistake when you display them in your store.

There is a steady demand for Vacuum Bottles and accessories and people are partial to the brands that bear the trade-mark of a firm with a reputation for quality.

Try the effect of a “Universal” window display using our new cut out lithographed in nine colors and note how quickly sales are made.

UNIVERSAL



No. 822



No. 62



No. 8772

UNIVERSAL



No. 842

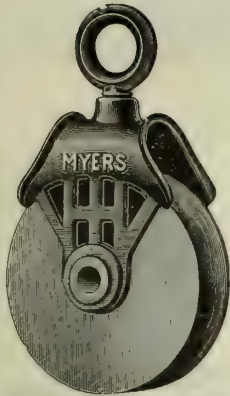
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives: A. McFarlane & Co., Montreal

If interested, tear out this page and keep with letters to be answered.

WE SPECIALIZE ON
MYERS HAY TOOLS

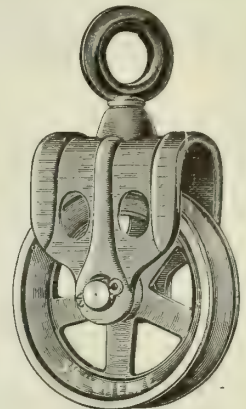


WOOD WHEEL; IRON FRAME

PULLEYS,
FIXTURES,

UNLOADERS, FORKS,
TRACKS, SLINGS,

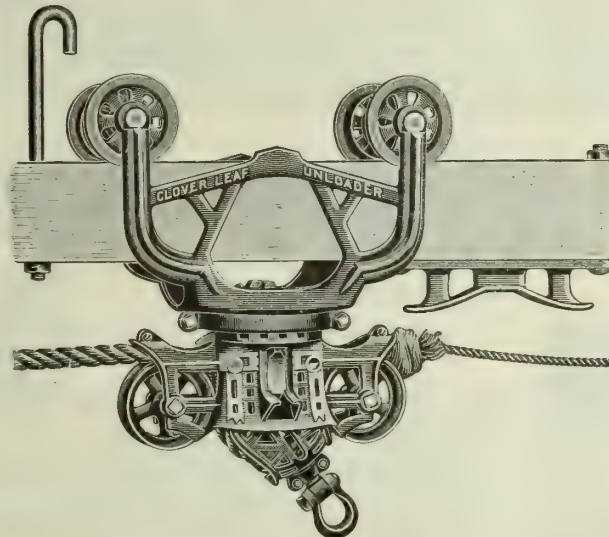
HAY
RACK CLAMPS



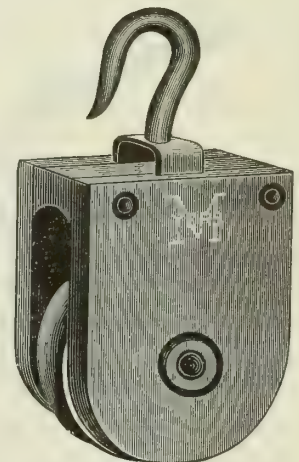
IRON FRAME; IRON WHEEL



KNOT PASSING
Iron Frame; Wood Wheel



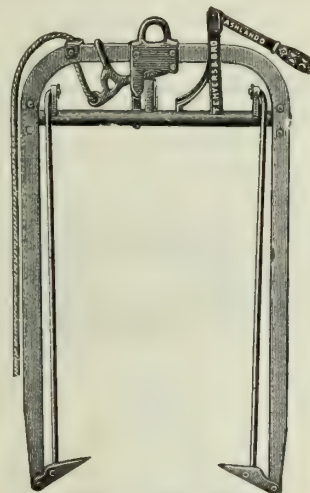
WE STOCK BOTH STEEL AND WOOD TRACK HANGERS.



WOOD FRAME; WOOD WHEEL
With Wrought Steel Straps



RAFTER GRAPPLES



MYERS LOCK LEVER



RAFTER BRACKETS

WE SHIP PROMPTLY

CATALOGUE SENT
UPON APPLICATION.

EVERY INDICATION OF A RECORD HAY CROP. BE PREPARED.

Order early for immediate shipment.

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC.

LEWIS BROS., LIMITED, MONTREAL

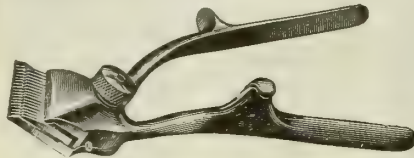
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

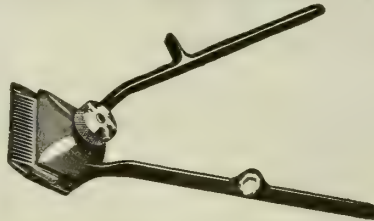
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

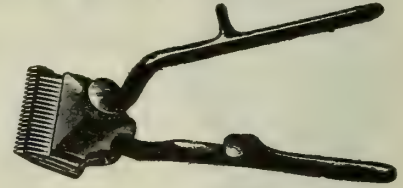
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



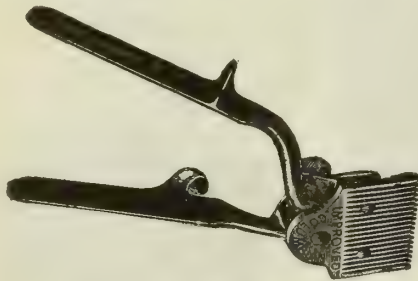
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



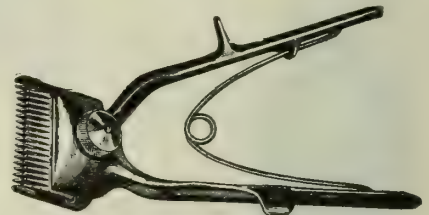
SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips
Bench Shears
Rivet Hammers
Setting Hammers
Soldering Irons, all sizes

Punches and Chisels
Hollow Punches
Rivet Sets
Gasoline Firepots
Charcoal Firepots

Gas Firepots
Steel Letters and Figures
Cutting Nippers
Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

M-R-Co. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

they find it saves them money!



The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10 foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. pipe is straight and true with a wide, tight seam

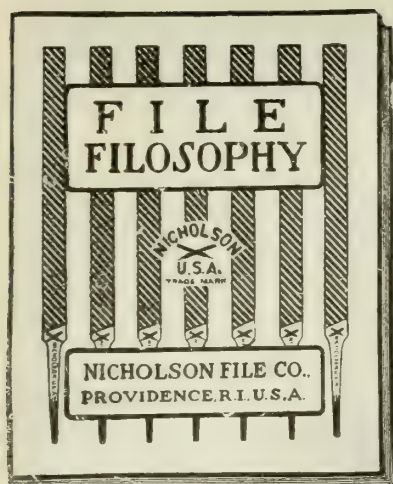
The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

The **BRITON**
DOOR SPRING & CHECK
Keeps out The "Germs."

MADE ONLY BY
Wm. Newman & Sons
 LIMITED
 BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.



You Should Have a Copy

We want to put into the hands of every reader of Hardware and Metal a copy of this little booklet. It is worth reading because it emphasizes the up-to-date manufacturer's appreciation of files, and the part files have in developing efficient shop practice.

We have spent many years educating manufacturers, shop superintendents and workmen that it is wasteful to use a file when it has reached its "inefficient point." The result has been a wonderful increase in the demand for the Famous Five files.

**Kearney & Foot, Great Western,
American, Arcade, Globe**

(Made in Canada)

Dealers who have been selling the Famous Five have had remarkable demand for their full lines, so much so that they sell 90% of the files sold in Canada to-day.

NICHOLSON FILE COMPANY (Jobbers Everywhere) Port Hope, Ont.

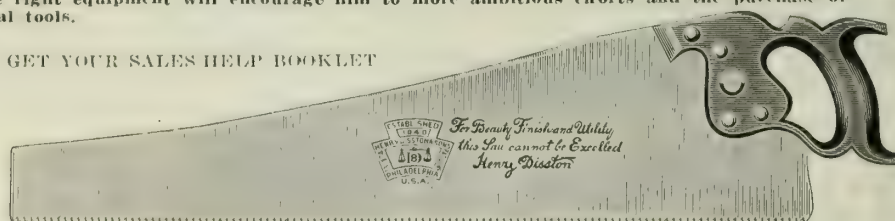
Behind DISSTON Quality

1. Seventy-six years' continuous production. Over three-quarters of a century's study and experience—**Thorough knowledge of the requirements of the field and means of meeting them.**
2. By long odds the largest saw-manufacturing plant in the world—**Refinement of process and equipment impractical with a smaller volume of production.**
3. Our own steel plant in which all steel used in **DISSTON** products is made—**Absolute control of quality and uniformity of results.**
4. World-wide distribution with representatives in intimate touch with service conditions—**Constant observation of DISSTON TOOLS in actual use; immediate knowledge of changing requirements.**
5. A reputation that to three generations has represented the highest development of the tool-makers' art—**Constant and rigid test and inspection, research and experiment to insure the pre-eminence of DISSTON QUALITY, which is the greatest asset of the business.**

DISSTON QUALITY as a DEALER ASSET

1. Probably more **DISSTON** hand-saws are sold than other makes combined—**Easy sales, reduced selling cost, quick turn-over.**
2. Assured customer satisfaction—**Increased confidence, increased sales to pleased purchaser, increased work of mouth advertising.**
3. Increased prestige—**The dealer's reputation for handling quality goods is a salesbuilder just as is the manufacturer's for making them.**
4. When a certain make of hand-saw is called for, the chances favor it being **DISSTON**—**A customer accepts a substituted article unwillingly, loses confidence and eventually takes his trade where he can get what he asks for, if substitution is persisted in.**
5. Your average purchaser is not a skilled mechanic and needs quality tools—**And his success with the right equipment will encourage him to more ambitious efforts and the purchase of additional tools.**

GET YOUR SALES HELP BOOKLET



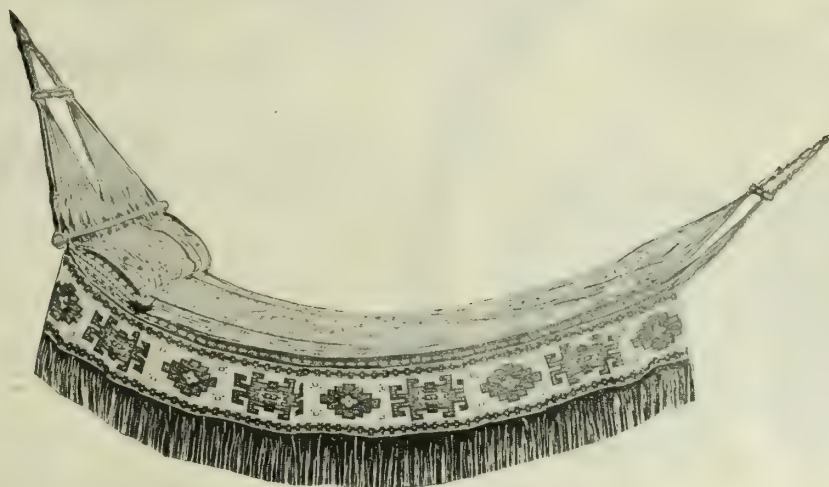
Henry Disston & Sons, Limited

2-20 FRASER AVE.

TORONTO, ONT.

HENRY DISSTON & SONS, TORONTO, CAN.
SALES HELP-BOOKLET PLEASE
Name _____
Address _____
H N

If interested, tear out this page and keep with letters to be answered.



SAMSON HAMMOCKS

have a reputation for
perfect style, up-to-date
patterns and durability.

FULLY GUARANTEED

WRITE US FOR PRICES

H. S. HOWLAND, SONS & CO.

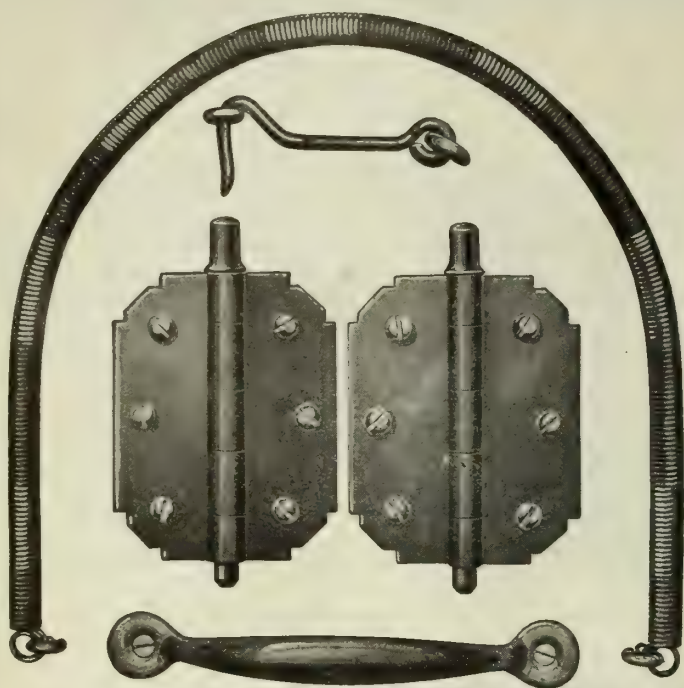
WHOLESALE HARDWARE MERCHANTS

LIMITED

TORONTO



If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

Order Your Hardware
for Screen Doors

NOW

Don't wait until the Spring
is over and the season
advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.



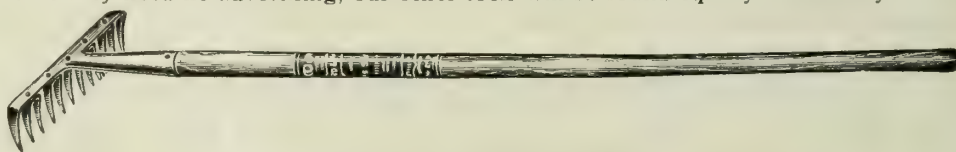
GARDEN TOOLS

Established
in 1803

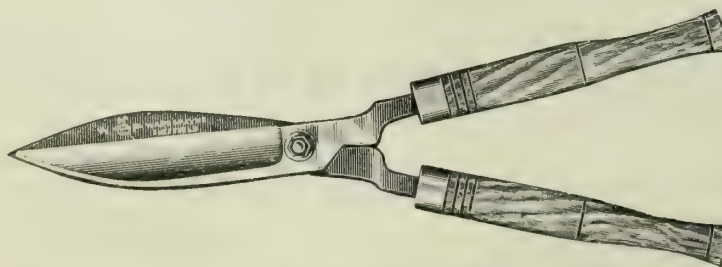
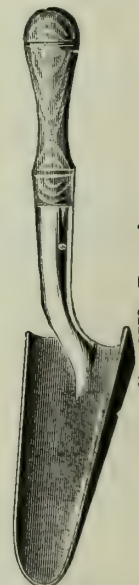
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5874—Weed Fork



No. 5817—"Ideal" Regd. Rake.

No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5582—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

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Quality

Service

The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited



HAMILTON TORONTO



MONTREAL

WINNIPEG



If interested, tear out this page and keep with letters to be answered.



The "Handy" ICE PICK

is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

SAVES ICE

The "Handy" has an exclusive feature in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means waste.

We offer you this wonderful little pick with attractive display box.

It's a dandy seller and a good profit maker.

Write for full details.

JOHN CHATILLON & SONS

New York City

Exterior View

Interior View

Warehouse Space For Rent in Regina

We have for Sale or Rent the following buildings. One brick warehouse, one story, basement for Furnace Only. Size—warehouse 50 feet by 120 feet situated in centre of wholesale district. Well built building, especially for heavy goods storage. Will sell or lease for term of years subject to sale.

ALSO space in brick warehouse four stories and basement with necessary office space. Each floor 50 x 115 feet, Building modern, of mill construction and located in the very best wholesale district on Dewdney Avenue. Exceptionally suitable for branch business in hardware trade or for storage purposes. Will sell or lease for term of years.

**Peart Bros. Hardware Co.
Limited**

REGINA, SASKATCHEWAN

FRANCO

IN THE HOME
WORKSHOP
OUTDOORS

SAFETY FIRST

FLASH LIGHTS
GUARANTEE
SAFETY

FLASHLIGHTS

Everybody Needs Franco Flashlights

The demand for Franco Flashlights is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed. Exclusive patented features fibre cases cannot short circuit. FRANCO Radio Batteries last longer, re-energize quicker, and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

**INTERSTATE ELECTRIC NOVELTY COMPANY
OF CANADA, Limited**

220 King Street West, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

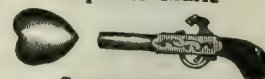
Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

**The Banwell-Hoxie Wire
Fence Co., Ltd.**

Winnipeg, Man.
Hamilton, Ontario

For sale by
Leading
Wholesale
Houses.

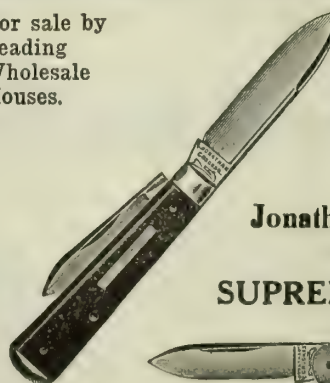
Corporate Mark

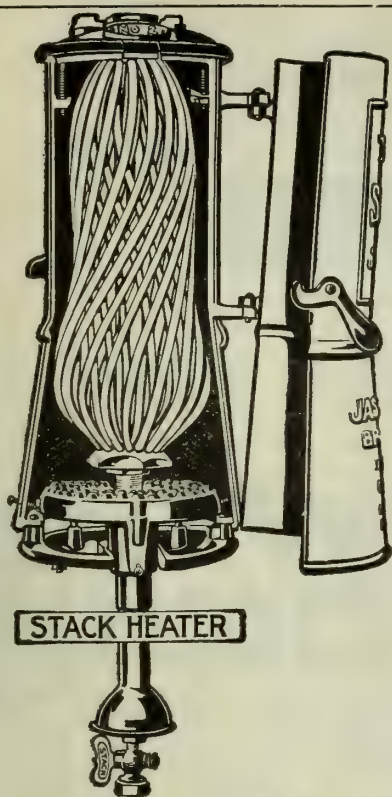


Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY





DURABILITY

Stack Gas Water Heaters

The STACK water heater has been on the market for over 10 years, and in that time has given absolutely no trouble. There is no point in heater where it is possible for sediment to lodge and form a coating between the heat and water.

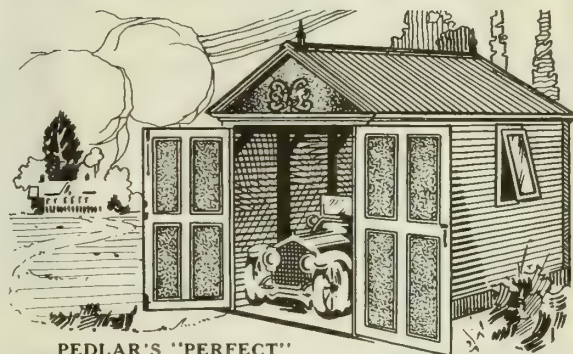
The absence of any lodged sediment makes it impossible for the STACK to burn out.

The rapidly moving heated water prevents the possibility of any stoppage.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

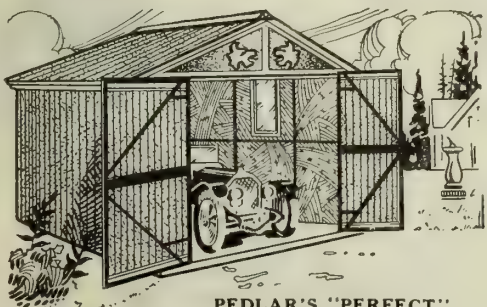
Will You Close the Extensive Garage Sales Developed for You?

MORE than fifty thousand Automobile Owners approached, persuaded and urged continually during the past few weeks to own a Pedlar Portable Garage. Many of whom have already seen their dealer and closed the sale. Many more on the point of purchasing—as our correspondence with them shows. Such is the excellent harvest of worth-while sales the big Pedlar Garage Advertising brings right to your store. It is up to you and your interest in Pedlar Garages to decide how many of these waiting customers you will supply.



PEDLAR'S "PERFECT"
METAL-CLAD GARAGE

PEDLAR'S "PERFECT" METAL-CLAD GARAGES



PEDLAR'S "PERFECT"
ALL-METAL GARAGE

are preferred for their unusual beauty quite as much as their saving in garage rent, their safety or durability. Pedlar Garages come in sections, easily and quickly locked together for permanent use, or ready to be taken apart whenever necessary. Sizes to suit any car. Moderately priced.

Right now, when the season is at its best and so many car owners are considering Pedlar Garages, it would pay you well to write for full particulars and the Pedlar Garage Book H.M.

Also makers of the famous Pedlar Shingles, Roofings, Sidings, Troughs and Pipe, and all Sheet Metal Products. Complete stocks ready for prompt shipment. Write!

THE PEDLAR PEOPLE, LIMITED

(Established 1861)

Executive Offices and Factories: OSHAWA, ONT.

Branches: Montreal Ottawa Toronto London Winnipeg

If interested, tear out this page and keep with letters to be answered.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES
Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal



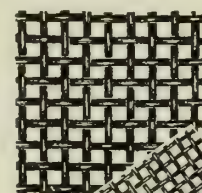
High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Wire Cloth

of every description



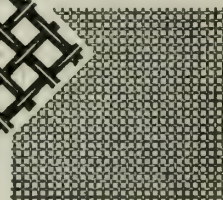
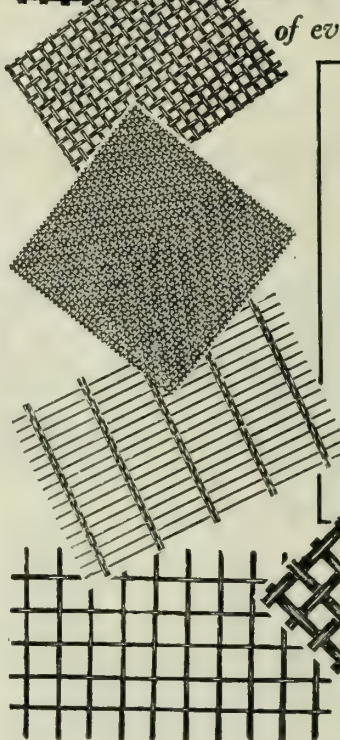
Our Double Crimp
process of weaving en-
sures a very rigid fab-
ric. Our production is
second to none. Our
prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron
Goods Company**

Hamilton, Ont.

Eastern Representative,
H. E. O. Full, 184 Mance
St., Montreal, Que.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

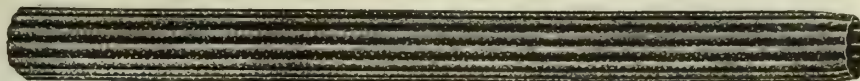
ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

If interested, tear out this page and keep with letters to be answered.



OUR EAVES TROUGH AND CONDUCTOR PIPE

LOOK RIGHT, FIT RIGHT and ARE RIGHT

Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Etc., and Corrugated Iron

We will book you at to-day's prices for your requirements up to August 31st next.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

WHEELER & BAIN

179 KING STREET EAST
108 GEORGE STREET

TORONTO

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

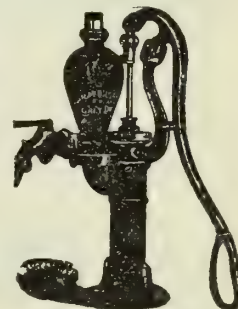
Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold
stays sold—gives the
dealer no trouble.

They are metal —
hand-fitted valves —
air-tight — strong —
lasting.

The big catalogue
tells you exactly what
the line is—get it for the asking.

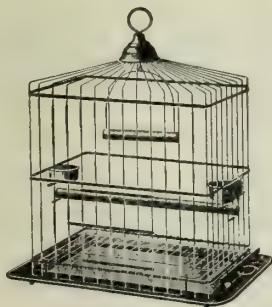


WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA



"HENDRYX" Parrot Cages

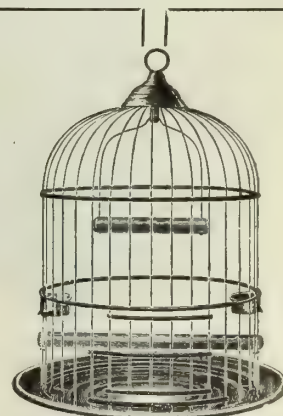
The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.

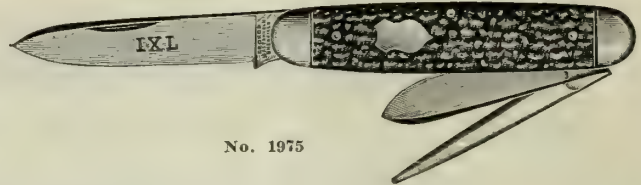
New Haven, Conn.



If interested, tear out this page and keep with letters to be answered.



No. 1971C



No. 1975



No. 611



No. 1945

CELEBRATED I·XL CUTLERY

MANUFACTURED BY
GEO. WOSTENHOLM & SON
SHEFFIELD, ENGLAND

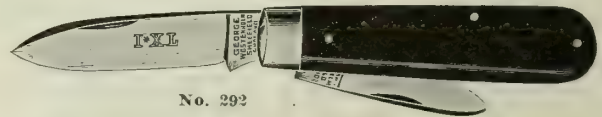
The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.



No. 292T



No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

"A FREEZER? SHOW THEM THE White Mountain"



Thus speaks the store manager who would make sure of a sale and a satisfied buyer.

That construction, peculiar to the "White Mountain" which makes it the only triple-motion freezer made, is the feature that ensures to the user that firm, smoothly-frozen ice-cream, made with the least possible outlay of time and effort.

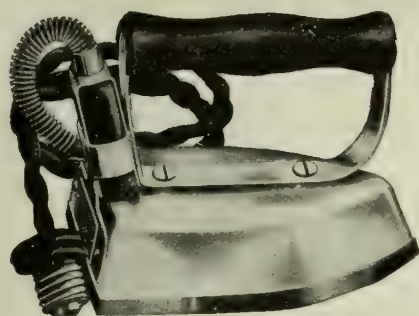
Durably made. Quick and easy to operate. Beautifully sanitary.

London, Toronto, Montreal,
Hamilton, St. John, N. B.

McClary's

Vancouver, Winnipeg, Calgary,
Edmonton, Saskatoon.

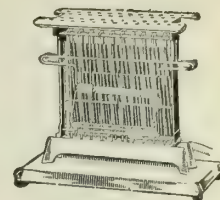
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Two Good Hot Weather Specialties

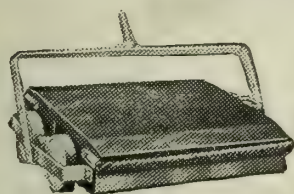
The COLBORNE ELECTRIC IRON

is reliable—it is made to last. The finish is most attractive, yet the price is no more than cost of inferior Irons.



THE UNIVERSAL TOASTER

One of the best made. Fine high nickel finish. Will make toast just right, not too brittle. Will not allow the pieces of bread to curl.

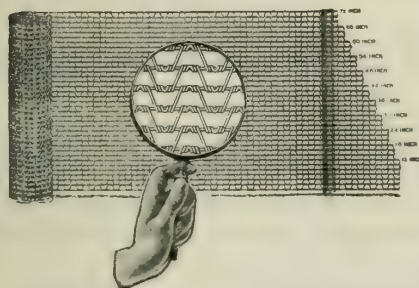


THE MAISONNETTE CARPET SWEEPER

A dainty little sweeper just right for apartments or small homes.

THE CAVALIER VACUUM SWEEPER

Complete with revolving brush, high in quality, yet low in price.



Full and complete stock of the U.S. Poultry Fence.

Get your order in early, before our stock is depleted.

Ours is the kind that does not bulge, but stretches evenly and easily from post to post.



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Made throughout of high-grade cast-iron. Screw is made of $\frac{1}{2}$ " malleable iron. Jaws are ground and $1\frac{1}{2}$ inches wide. Opening two inches.

A strong, durable and handy tool that sells on sight.

Shipped in Black Japanned Finish unless otherwise ordered.

Write for catalogue. It shows actual photographs of our complete line of machinists' and woodworkers' tools.

National Machinery & Supply Co., Limited
HAMILTON, CANADA



WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY
NETTING STAPLES**

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

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HAMILTON, ONTARIO

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Oils, Lubricants and Specialties

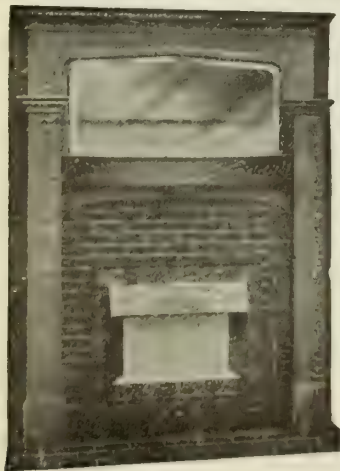
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The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

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WRITE FOR CATALOGUE AND PRICES

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The better your Tools — The larger your Sale

Price cuts no figure with the average tool user—what he wants is quality and service and lots of it.

Eliminate all chances of displeasing customers by selling the goods that serve them best.

When it comes to **TAPS, DIES and REAMERS** you cannot do better than supply the

"Butterfield" Line

They are fast and clean cutting tools that possess great strength and sturdiness.

Give "BUTTERFIELD" Tools a trial and if not thoroughly convinced that they are better than other makes, you will get your money back, because we guarantee them to be superior.

BUTTERFIELD & CO., Inc.

ROCK ISLAND, QUE.



**The Victor Safe & Lock Co.,
of Cincinnati, Ohio**

maker of a deservedly famous line of Fire-proof Safes, Bank Vaults and Deposit Boxes, is one among hundreds of progressive manufacturers who have adopted



Blue Annealed ARMCO IRON

for the sheet and plate portions of their products.

Its working and welding qualities are decidedly superior to those of ordinary material. Its characteristics are fixed as a result of constant enforcement of the highest standards. And, as a result of its remarkable purity and evenness,

ARMCO IRON Resists Rust

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The American Rolling Mill Co.



The trade mark ARMCO assures the consumer that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

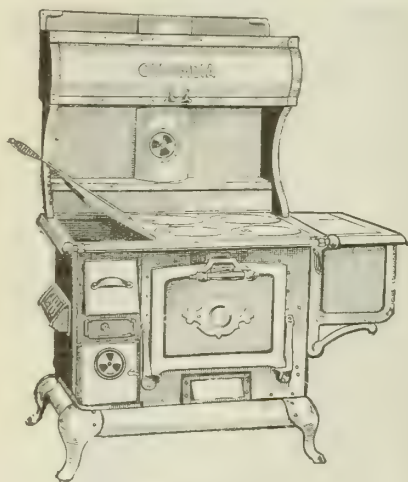
Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

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Retail Price:
\$50.00

EVERY STOVE SALESMAN

KNOWS, when the prospective customer walks up the stove-floor looking over your line of ranges, and steps in front of *one particular sample*, making a few admiring comments; that is the range for him to sell her.

If that sample is "A Columbia," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

"EVERY RANGE GUARANTEED."

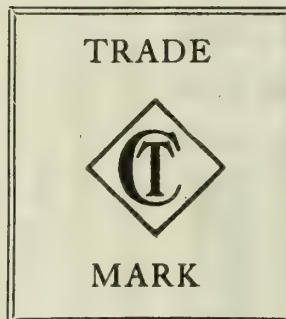
Dominion Stove & Foundry Co., Ltd.
PENETANG, ONTARIO

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
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Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

TAPATCO
REGISTERED BRAND TRADE MARK

You can sell many dozen pairs of our cotton gloves by having them on your counters, and suggesting their many summer uses.

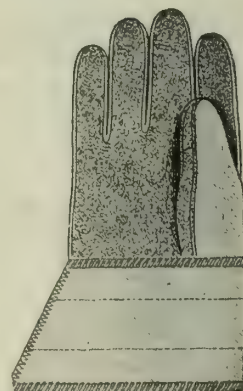
We make many styles—leather-tipped and gauntlet-shape, etc., etc. But the main

Cotton Gloves

ARE SPLENDID SUMMER SELLERS

thing we impress is: our lines can be sold in summer as well as in winter.

Jobbers supply our Gloves. If you have difficulty, write us. We will tell you where to get them.



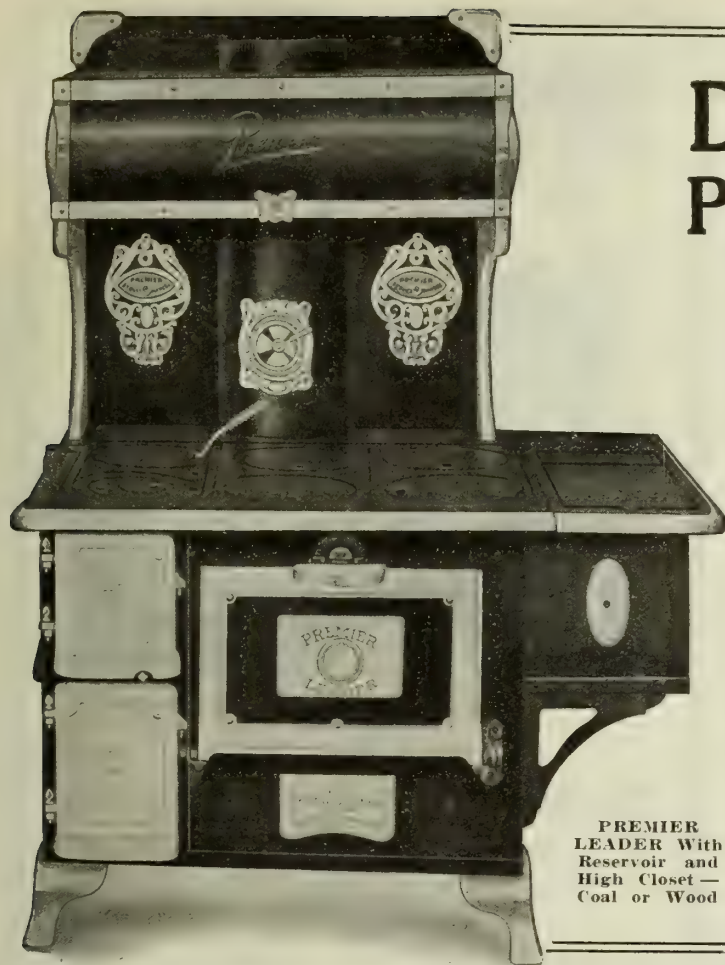
THE AMERICAN PAD & TEXTILE COMPANY
Chatham, Ontario.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



**PREMIER
LEADER With
Reservoir and
High Closet —
Coal or Wood**

DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.
Company, Limited**

Toronto

MONTREAL

Winnipeg

Sold to the
consumer
for over
50 years—
NOW SOLD
THROUGH
THE
TRADE



"Home Comfort" Range

Is a wonderfully durable line. Twenty years of good service is nothing unusual.

Made from the best quality of open hearth, close annealed cold rolled steel, and trimmed with the best quality of soft annealed malleable iron, making a practically indestructible combination.

GRATES—Grates are of the heavy duplex pattern, so designed that it is practically impossible to break them, or put them out of order in any way, and so arranged that they need only be reversed for burning wood.

OVENs—Ovens are made of 14-gauge open hearth, close annealed, cold rolled steel, with 12-gauge bottoms of the same material, heavily braced with malleable iron to make warping impossible, also having heavy malleable frames at the back and front of oven which are closely riveted to the body of range, and greatly increasing the strength and durability of both.

A PURELY CANADIAN PRODUCT

There's no better way to a satisfied stove trade than the selling of the "Home Comfort" Range over fifty thousand now in use.

Write for full particulars.

**Wrought Iron Range Co.
of Canada, Limited**

Office: 151 King St. West.

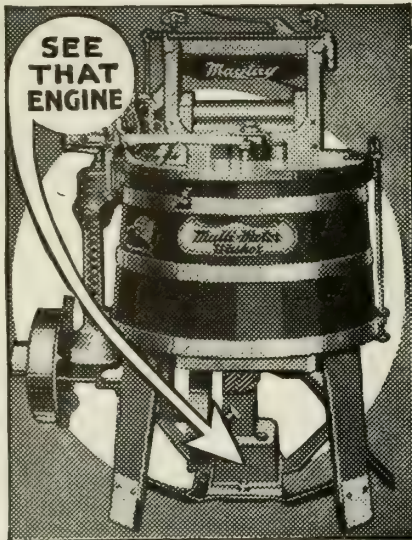
Factory: 22 Orillia St.

TORONTO

WILL WEAR TWENTY YEARS

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The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

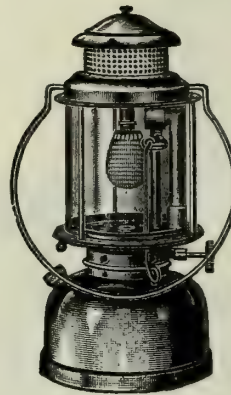
Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial

If you want the agency write for our Special Lantern Proposition.

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JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

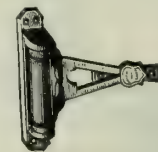


5753 IRON

3 in. 4/0
4 " 7/-
5 " 9/6

5754 BRASS

3 in. 7/6
4 " 10/6
5 " 14/6
per pair.



5355 IRON

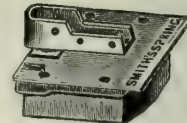
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS

4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in.
Shoe,
21/- each.



2850
With 2 in.
Shoe,
28/6 each

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.

Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

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Super sheet metal

The advent of the steel sheet about sixty years ago created unbounded enthusiasm and brought forth voluminous prophecies and unlimited praise. Much was expected of it. And it has fulfilled these expectations in practically every way except one—it is not durable. It corrodes quickly. So, the steel sheet was displaced by



The Super-Sheet Metal

Toncan Metal is rust and corrosion-resisting, consequently far superior to any other sheetmetal made from iron ore. And its durability has been proven by the real test—years of actual service. Its cost is moderate.

Toncan Metal Sheets are made in various gauges, either black painted or galvanized. There are Toncan Metal Roofings, Sidings, Eaves Trough, etc.

You will find, Mr. Sheet Metal Man, that Toncan Metal helps increase your business. One satisfied customer brings another.

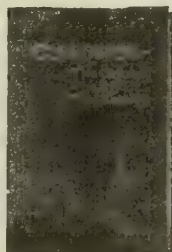
Why Toncan Metal is so durable and how it is made is too lengthy a story for this space. However, it is interesting and well worth reading. It is contained in this book. Send for it. →

The Pedlar People Ltd.

Oshawa, Ont.,
Canadian Distributors

The Stark Rolling Mill Company

Canton, Ohio
Sole Makers

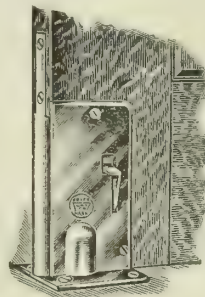


TRADE
CHICAGO
MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX"
SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company,

CHICAGO



NEW YORK

When a Fellow Drops In After Supper

For a few odds and ends, chances are he's going to do some tinkering.

¶ Any help the Dealer gives will bring that man back again and make him a booster.

¶ Especially true is this of Hack Saws. Nine times out of ten he doesn't know the type of blade he needs, but

¶ He does know what he wants it for. Ask him, consult our List, and give him the best blade for his job.

¶ It's a little thing, but it counts.

Victor Blade-Canadian Made

VICTOR SAW WORKS, LIMITED
HAMILTON, - - - - - ONTARIO

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28 "Service" Branches
throughout Canada

**Canadian Consolidated
Rubber Co., Limited**
Montreal, P.Q.



If manufacturing facilities and an up-to-date system of distribution mean anything at all to those in need of Rubber Supplies, then the Dominion Rubber System commends itself to all wide-awake, progressive buyers.

Six factories and twenty-eight "Service" branches at central points throughout Canada, so as to ensure prompt shipments, afford a service that is not equalled in Canada.

Back of all is the warranty that the Dominion Rubber System qualities are absolutely worthy and dependable.

Our constant aim is to serve and please you, no matter what the need in Rubber Goods may be.

Write for catalogue and price list.



**Canadian Consolidated
Rubber Co., Limited**
Montreal, P.Q.

28 "Service" Branches
throughout Canada



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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JUNE 10, 1916

No. 24

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O-Cedar Will Sell On Sight— Polish If You Display It

(Made in Canada)

We have made *O-Cedar* a household word by our big coast to coast advertising campaign. Every woman knows of it. Every woman will buy it if it is brought to her attention. Your sales will double and treble if you will keep O-Cedar displayed.

HERE AGAIN WE HELP—We can supply you with all manner of store and window display matter and with the *new ideas for attractive displays. Write us.*

Place Your Order
With Your Jobber **To-day**

CHANNELL CHEMICAL CO., LIMITED, 369 SORAUREN AVE., TORONTO



This picture shows a pair of garage doors equipped with Set "D" Stanley Garage Hardware: one of the many sets carefully described and illustrated in our Garage Hardware Catalog. Doors hung on Stanley Hinges close weather tight, and Stanley fastenings keep them so: a condition not possible in the case of sliding doors.

Stanley Works

Makers of

Stanley Garage Hardware

WE all know that true saying, "Well advertised articles are more than half sold." Day by day we are telling the architect, contractor, builder, carpenter and prospective garage owner by generous advertising of the merits and satisfaction to be found in Stanley equipped garages.

It should be possible for you to secure not only the sale of hardware for the new garages constructed in your neighborhood, but to put the wonderfully efficient Stanley Garage Door Holder No. 1774 on a great number of old garages.

If you have not received your copy of our Garage Hardware Catalog, write for it.

THE STANLEY WORKS
NEW BRITAIN, CONN.

Canadian Representatives:
A. McFARLANE & CO., CORISTINE BLDG., MONTREAL

If interested, tear out this page and keep with letters to be answered.

Many Hardware Lines Are Short

Due to Scarcity of Labor and Embargoes on Shipments—Some Lines Require 9 to 10 Months to Fill as Compared with 2 to 3 Months a Short Time Ago—Canadian Manufacturers Working Under Extraordinary Conditions.

THE accompanying letter has been sent out from one of the largest firms doing business in this country as a warning and request to customers to anticipate in as far as safety allows, the requirements of their trade. The reputation of the house in question puts the sincerity of this letter beyond question. The facts embodied in it are here given in further detail, not in order that the retail dealers may be urged to buy more liberally but that they may be freely cognizant of the facts as they are, and act according to their judgment.

The prices in all lines, wild though they have become, are of less importance than delivery in view of existing shortages which however are a gradual and general tightening up of supplies rather than any actual disappearance of any one line, except in the case of some specialized products for which substitutes are usually obtainable.

Raw Material Shortages

The shortages that are accruing result primarily from the tying up of factories through a shortage of raw material and this condition has been greatly aggravated of late by the numerous railroad embargoes.

Plumbers' supplies are probably the most difficult to procure of any one general line, on account of labor troubles and a shortage in all brass lines, so that no deliveries can be made under three months. Brass tubing from which many fixtures are made is very scarce. Enamelware, on the contrary, is fairly plentiful.

Some mills working on brass and copper tubing absolutely refuse to quote or book orders on account of their capacity having been so badly overtaxed already, and at best will only promise delivery in four or five months, and at that invariably stipulate that the agreement should not be binding on them in

Gentlemen:—

On account of the great and constantly increasing difficulty of securing reasonably prompt deliveries of the raw materials entering into our varied line of products and the scarcity of both skilled and unskilled labor, due to the large number of workmen in all trades who have enlisted for overseas service and the large number who have left their regular occupations and are now engaged on munitions work, a curtailment of output and the consequent lengthening of deliveries are inevitable.

Furthermore, we wish to emphasize the fact that higher prices are also inevitable and will probably obtain for a long time to come, due primarily to the increased cost of raw materials, the scarcity of labor and the present embargo on shipments from Europe which makes us dependent on receiving supplies from the United States, where the rise in prices during the past year has been unprecedented. As an illustration we submit the following table which shows the increases there from March, 1915, to March, 1916:

Copper	100%
Pig iron	60%
Tool steel	600%
Steel castings	33%
Forging billets	150%
Insulating materials	35%
Varnished cambrie	35%
Mica sheets	25%
Steel plates	300%
Electric steel	150%
Tin	50%
Lead	150%
Brass	200%
Spelter	200%
Cold rolled steel	220%
Ferro-manganese	1000%

The difficulty experienced in obtaining these materials should also be borne in mind. For instance, bars and plates which a few months ago could be secured in 30 or 60 days now take from 9 to 10 months. Copper which we could secure in 30 days now requires 4 months, and shipping promises on cold rolled steel run well in 1917, and such orders must be entered without cancellation privileges.

We are issuing this circular letter to our customers in order that they may thoroughly appreciate the extraordinary conditions under which Canadian manufacturers are now operating and may co-operate with ourselves and other manufacturers by anticipating their requirements as far ahead as possible and thus avoid the disappointments that will result if the placing of orders is put off until the apparatus or the materials are actually required.

Yours truly,

case of unlooked for developments that might further restrict their supply of raw material.

Tin Plate Exhausted

In sheet copper the best that can be done is to get promise of delivery in three months with no relief in sight at present. Tin plate supplies are practically exhausted, and stocks of light gauge are running very short, with no chance of early replenishment, and a similar condition exists in some pipe raw material.

Marking Up Prices

One large jobber of heavy goods and plumbers' supplies says: "It is particularly distressing in view of these conditions that the dealers, particularly in the country, do not always follow the market from week to week, and so mark up prices on a basis of the present market. We have heard of many cases of country merchants cheerfully selling goods for less than they can buy them for to-day.

It is unnecessary for one man to sell low because another is doing so. A case in point is that of a customer of ours who found that he could not sell his stock of barbed wire because his opposition was selling on a basis of old costs and consequently at a greatly reduced figure. He wisely held his tongue, and then when the other's stock was exhausted customers began to come back in spite of the high price to buy because the other merchant's low priced stock had been exhausted, and he could not replace it at once, even at the higher figure of 50c a hundred more than he had been retailing it for, because he had neglected to take cognizance of the fact that jobbers also must place orders ahead of requirements to insure delivery and to that end retailers must order ahead of wants."

Wire Products Scarce

All wire products are scarce and hard

to get, and there is a marked shortage in structural steel that is affecting all associated lines. Canada plates and shapes and tubes can only be promised for the last of the second quarter of 1917, and of all the lines mentioned none are so scarce as Canada and tin plates, particularly in the case of the former in which the condition is really serious. Galvanized sheets continue to be scarce, but some shipments are being received, although of limited quality, and can generally be counted on for delivery in three months.

The iron pipe situation is being affected by the delay in getting the skelp from which the pipe is made, and which must come from the United States mills. It is expected that a shortage in pipe will occur before long.

Seamless tubes are almost impossible to get, as the mills are refusing new business on account of the surplus of old orders.

Dependence on U. S. Mills

This condition of utter dependence on United States mills dominates the whole industry and makes forecasts difficult as Canadian wants do not by any means take precedence on that market. It has become the general custom of mills there when booking orders to assume no responsibility for delayed shipments, even though that may originally have been set so far ahead as December, despite the greatly advanced prices. An anomaly of this situation is that jobbers in many cases, like the retailers, are selling at prices below what they will shortly have to pay for replacement of their depleted stocks. The Canadian importer has no recourse from this abject dependence on a foreign market, which so often fails him because of the fact that the American manufacturer usually finds it more profitable to run on the heavier material required in large industrial and war contracts. And to top it all, the condition is accentuated by a lightness of stocks.

Steel Sheets Fairly Plentiful

In steel sheets, black and galvanized, the situation is not so serious as the American mills are shipping fairly well. A bad break has occurred in the spelter market, but the feeling is firm as it is considered that supplies are so limited as to insure higher values. Copper, high as it is, and light though spot stocks are, does not show any shortage of material.

Tin Stocks Good

Large Japanese and Russian orders for lead, which have not yet been covered, have been placed in the U. S. and are expected to add firmness to this line. Tin stocks are fairly good, as this is the only metal that has not been greatly affected either in demand or price by

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war. In fact, so much is the contrary true that the cessation of war is expected to advance the price of this metal and greatly increase demand.

Shortages in Shelf Goods

In shelf goods shortages are more variable, as sources of supply are more numerous, directly opposite conditions are frequently found to prevail in the same field until leveling influences make one condition general. Thus chain is scarce as a whole, although in Montreal for instance supplies are fairly good. But unless relief comes the condition of scarcity will undoubtedly become general. Vises are short of demand, as are garden tools. An interesting reverse of conditions has sprung up in regard to some varieties of handles, which were formerly made in England, and have been partially switched to Canada for production. One manufacturer who has only recently gone into the making of garden shear handles for English firms reports that his shipments have all been held up on the other side and refused entrance under the provisions of the new embargo against luxuries. Garden tools in general have been hard to get, but developing rather suddenly the need was not felt until it was too late to get the supplies that were available in the United States for the year's trade. And that unfortunately is the trouble with a great many lines. They exist. They can be had, but not on demand. It requires time.

Serious Delays in Delivery

There are serious delays in delivery,

but not actual shortage of goods in all mechanics' fine tools with factories well behind on orders. This, of course, particularly applies to munition goods, such as drills, bits, etc., and all kinds of high speed tool steel in particular. These delays, of course, are due more to munition contracts that absorb the producing facilities of plants rather than to any increased demand in the lines thus sympathetically affected.

Cutlery Affected

Pocket knives is one of the cutlery lines most severely affected. One large jobber says: "I have been buying for forty years, and I placed my first order for pocket knives in the States this year." English cutlery of all kinds is very slow in arriving, owing to labor shortages and the putting of the Sheffield factories on war work such as bayonet making, to say nothing of the lack of shipping facilities for the small quantity of goods that is available. The most experienced men have been taken out of the factories and placed on ammunition work because of their knowledge of grinding that is so essential to the turning of shells, as well as of pocket knife and razor making, so that buyers have had to depend chiefly on the United States for these two lines the past year.

Household knives and carvers are coming from England, but very slowly. These lines can all be replaced in the United States, but only at much higher prices, and after considerable delays. The scissors previously received here were nine-tenths German goods, so that there has been an actual shortage in them, particularly as U. S. manufacturers cannot get raw material in sufficient quantity to care for the new demand that is comparable only to that in dyes in its previous dependence on German industry.

The manufacture of aluminum ware is falling off owing to its advance in price from 10c to the present one of 70c a pound. Galvanized ware is largely being replaced because of a corresponding advance in spelter. Cast iron hollow ware is very hard to get, and orders placed a year ago are only coming forward now.

It is worthy of note that many of these chief shortages have not yet reached the trade. They are felt in primary markets first of all, and a general level of conditions reached among manufacturers, importers and jobbers before their customers in turn feel the effects.



No merchant finds success in life,
Nor ever will until
He sells the goods that won't come back
To customers that will.

—"Square Dealer."

Census of Weekly Half Holidays

W. J. Carter, Picton, Ont., Says Their Town Advertises Fact Among the Farmers—Two Merchants Who Did Not Want to Close Were Forced to—Ladies' Rest Room in Mr. Carter's New Building—Trade Prospects For Fall Are Good

"**T**RAVELLERS are anxiously looking for Hardware and Metal's announcement of the half-holidays, which take place in the different towns throughout the province during the summer months," stated W. J. Carter, president of the Ontario Retail Hardware & Stove Dealers' Association, during the course of a letter. "No less than four this week were wondering when it was coming out.

"In our town we think it wise to advertise the fact well amongst the farmers. Consequently we distributed one thousand dodgers like the enclosed during market days. We also have the same thing struck off on cardboard, placing one in each store and bank, also in every blacksmith shop throughout the country. In taking this course, together with newspaper advertising, the farmers are well advised of our half-holidays, and do not forget the dates.

"Advertising in this respect pays like it does in any other. I might say that two of our leading stores were opposed to starting the holidays in June, and thought they could swing the trade. Mr. Livingstone, of the 'Fair,' and myself canvassed the town. The dodger enclosed shows the success we had. Through squibs in the local newspaper



W. J. CARTER

Picton, Ont., President of the Ontario Retail Hardware & Stove Dealers' Association, who believes in the value of advertising amongst the farmers the day on which the weekly half-holiday is observed.

we got in some good punches. Results: Two grocers that did not sign were closed up tight. The town was dead as

a door nail. And we scored a complete victory. Advertising, thou art great!

Fall Prospects Good

"We are having a very rainy time here, which is holding back sowing to a great extent. Fall crops are fine, however. Hay and pasture is extraordinary. One farmer in the store yesterday places an estimate on his hay crop for 1916 of 150 tons. Therefore, we have nothing but a good outlook for the fall trade.

"Our store improvements are still held back. Store fittings that were to have been shipped May 1 have not arrived yet. The town electrician enlisted, and we have been unable to get in our new lights. The weather being so wet, progress has been slow on our new building. But I am glad to say the walls are almost ready for the roof, and the ladies' rest room will soon be an established fact."

Towns With Half-Holidays

The following is the result of the census which Hardware and Metal has made of the various towns throughout Ontario with respect to the weekly half-holiday. It shows that a very large number of merchants appreciate the value of such a holiday. The list will be added to as reports are received:

ALMONTE—No half holiday, but 6 p.m. closing from May till September.

AURORA—Wednesday p.m., June, July and August.

AMHERSTBURG—No half holiday, but six p.m. closing daily except Saturday.

BRANTFORD—Wednesday p.m., June, July and Aug.

BALLANTYNE and JACKSON—No half holiday; 6 p.m. closing, 3 days a week.

BALA—No half holiday. 7 p.m. closing four nights a

BELLEVILLE—Wednesday afternoon, June, July and August.

BOTHWELL—Wednesday p.m., June, July and Aug.

BONFIELD—No half holiday, Close 6 p.m. Monday, Wednesday and Friday, year round.

BRACEBRIDGE—Half day a week, June, July, August and September. Day not stated.

BROCKVILLE—Wednesday p.m., June, July and Aug.

BOWMANVILLE—Wednesday afternoon, June, July and August.

BLIND RIVER—Thursday afternoon, May, June, July and August.

CHATHAM—Thursday afternoon, June, July and August.

CHELMSFORD—No half holiday, 6 p.m. closing Tuesday and Thursday.

COPPER CLIFF—No half holiday, stores close 6 p.m. with usual exceptions.

DRYDEN—Thursday afternoon.

DUNNVILLE—Wednesday afternoon, June, July and August.

DESERONTO—Expect to close Wednesday afternoon during July and August, early closing by by-law at 7 p.m. daily except Mondays and Saturdays.

ENGLEHART—No half holiday, 7 p.m. closing Mondays, Wednesdays and Fridays.

ESSEX—Thursday afternoon, June, July, August and September.

FOREST—Thursday afternoon, June, July and August.

FORT WILLIAM—Wednesday afternoon, July and August.

GANANOQUE—Wednesday afternoon, June, July and August.

GALT—Thursday afternoon, June, July and August.

GRAVENHURST—No half holiday. Early closing not uniform.

GRAFTON—Wednesday afternoon, June, July and August.

GUELPH—Thursday afternoon, July and August. Grocery and some other stores during June as well.

HAILEYBURY—No half holiday.

HAMILTON—Grocers and jewelers, Wednesday afternoon and one dry goods store.

HANOVER—None.

HARRISTON—None.

HESPELER—Wednesday afternoon, June, July, August and September.

INGERSOLL—Wednesday afternoon, July and August.

KENORA—Wednesday afternoon, June, July and August.

KEARNEY—None.

KEEWATIN—Wednesday, June to September, inclusive.

KINCARDINE—None, except banks, barbers and printing offices which close on Friday afternoon.

KINGSTON—Stores close at 5 p.m. during July and August.

KINGSVILLE—Thursday afternoon, June 1 to Sept. 1.

LEAMINGTON—Friday 12.30, May, June, July, August and September.

LONDON—Wednesday afternoon May, June, July, August. Grocers and butchers also have half holiday in May.

MASSEY—None.

MATHESON—None.

MEAFORD—Thursday 12.30, May 15 to Sept. 15.

MITCHELL—None.

MT. FOREST—None.

NAPANEE—No decision yet. May be Wednesday afternoon during July and August.

NEWMARKET—Wednesday afternoon June, July and August.

NIAGARA FALLS, ONT—None.

NIAGARA-ON-THE-LAKE—None.

NORTH BAY—Wednesday afternoon June, July and August.

ORANGEVILLE—Wednesday afternoon July and August.

OSHAWA—Wednesday during June, July, August and half of September.

OTTAWA—Some on Saturday afternoon.

OWEN SOUND—Wednesday afternoon July and August.

PALMERSTON—None.

PARIS—Wednesday, July and August. Hardware merchants, tailors, men's wear, grocers, furniture, barbers also during May.

PARKHILL—None.

PARRY SOUND—None.

PERTH—None.

PRESTON—Dry goods, fancy stores, shoe stores, jewelry stores, Thursday afternoon during June, July, August and September. Hardware dealers do not observe.

PICTON—All business places close at 12 o'clock from June 1 to August 31 on Thursday afternoons.

POWASSAN—No half holiday observed. Five nights a week stores close at 6 p.m. Saturday night at 8 p.m.

LONDON—Half holiday during June, July and August in all stores on Wednesday afternoon.

PRESCOTT—Half holiday on Wednesday general except fruit and cigar stores for past two years. Nothing done as yet for this year. Stores close at 6 p.m. year round, except on Saturday.

PORT ARTHUR—Only dry goods stores close on half holiday during July to September. Day not stated.

PORT HOPE—Dry goods and grocers every Wednesday afternoon during June, July and August. Hardware stores do not close. Clerks will divide the holiday, taking different days.

SIMCOE—All stores close Thursday afternoon during June, July and August.

STIRLING—Wednesday afternoon, July and August.

ST. MARYS—Wednesday afternoon, June, July and August.

SIOUX-LOOKOUT—All stores close Thursday afternoon, May, June, July and August.

ST. THOMAS—All stores close Wednesday 1 p.m. during July and August. Grocers close same day during May, June, July and August.

ST. CATHARINES—All stores. Wednesdays 12 p.m. during June, July, August. Hardware stores include September also. Butchers observe Wednesday afternoon throughout year.

STAYNER—No half holiday. All stores close at 6 p.m.

STRATHROY—All merchants. Wednesday afternoon. July, August and September.

SEAFORTH—Dry goods stores only. Wednesday afternoon July and August.

SUDBURY—Not observed. The council is to be asked to pass a by-law for a weekly half-holiday—presumably Wednesday.

TILLSONBURG—All stores. Wednesday afternoon, June, July and August. Close at 6.15 p.m. every night except Saturday.

TILBURY—All stores, except implement men. June 15 to September 14. Day not stated. Close every evening at 6 p.m. with exception of Wednesdays and Saturdays.

THESSALON—Half holiday not observed. Stores close at 6 p.m. year round, except Saturday and evenings before public holidays.

TRENTON—All stores, Wednesday afternoon, June, July, August.

TROUT CREEK—Half holiday not observed. Close every evening at 6 p.m. except Saturday, 10 p.m.

TORONTO—Many grocers close Wednesday afternoon year round.

WALKERVILLE—Grocers and butchers, Thursday, June, July and August. Hardware stores do not observe.

WHITBY—Petition in circulation for Thursday afternoons during June, July and August. Expected to go into force June 8.

WIARTON—Not observed. Close 6 p.m. every evening except Saturday.

WINGHAM—All stores. Wednesday afternoon. July and August.

WEBBWOOD—Not observed.

WINDSOR—Grocers and butchers observe May to September. Some Wednesday afternoon and some Thursday. Hardware stores close at 6 p.m.

WATERLOO—All stores. Wednesday afternoon. June, July and August.

WOODSTOCK—Jewelers, dentists, butchers and barbers observe Thursday afternoon. Hardware stores do not observe. Latter close 6 p.m. every evening. Months not stated.

WEST TORONTO—Stores, generally, close Wednesday afternoon year round.

Demands Law for Rich and Poor Alike

E. M. Trowern, at Manitoba Retail Merchants' Convention, Asserts That Officials at Ottawa are Influenced by Influential Department Stores — Lively Discussion Relative to Jobbers Selling to Mail Order Houses

DISPATCHES from Winnipeg by a Hardware and Metal representative state that the convention of the Manitoba Retail Merchants' Association on June 6, 7 and 8 has been a most successful one. Over one hundred and fifty retailers were present to listen to the addresses and take part in the discussion on the various topics. One of the speakers at the opening sessions was E. M. Trowern, secretary of the Dominion Retail Merchants' Association. He severely attacked misleading advertising, giving instances where a certain department store had advertised paint at 33 cents a quart which purported to contain only pure lead, pure zinc, pure dry colors and pure linseed oil. The government analysis had shown that it was not linseed oil and that it contained only a fraction of one per cent. of lead. "This firm in other instances has been able to escape punishment through the influence they have been able to exert with the authorities at Ottawa," said Mr. Trowern. "There should be only one law—the rich and poor should be treated alike."

Mr. Trowern urged the dealers to support price maintenance and to eliminate price cutting. But he strongly urged the association to take care not to get behind rotten goods. A paper was also read by Mr. Trowern on fighting the mail order houses.

Lively Discussion About Jobbers.

At the Wednesday session there were many wholesale merchants present. Mr. J. L. S. Hutchinson of Saskatoon, Sask., treasurer of the Saskatchewan Branch of the Retail Merchants' Association of Canada, asserted that the jobbers must help the retailer in his buying of lines such as nails and fencing in order for them to be able to compete with the mail order houses. Charges were made at the meeting that some of the jobbers present were selling to the mail order houses. This assertion was hotly denied by some of the jobbers present. W. E. N. King of Neepawa and R. L. Gillerlain of Manitou, were two hardware dealers who figured prominently in the discussion and laid specific charges against the jobbers.

Program of Convention

The following is the program of the convention as it was carried through. A fuller report will appear next week:

Tuesday, 10 a.m.—Registration and reception of delegates.



J. H. CURLE.

Secretary of the Manitoba Branch of the Retail Merchants' Association.

2 p.m.—Address of welcome—Mayor R. D. Waugh, and J. W. Kelly, president Winnipeg branch.

Reply by C. F. Rannard, president Man. Board Retail Merchants' Association of Canada.

4 p.m.—Reports of provincial officers. Resolutions and questions committee appointed.

Short addresses by E. M. Trowern, secretary of Dominion Board of Retail Merchants' Association of Canada, followed by visiting officers and delegates.

8 a.m.—Addresses on "Commercial Preparedness." (a) Getting More Business, by A. L. Struthers. (b) The Retail Merchant as a Community Builder, by Rev. W. J. Hindley.

Rev. Hindley is a business man as well as a great preacher. Before coming to Winnipeg, he was Mayor of Spokane.

Wednesday 9 a.m. — Conference of wholesalers and retailers. Addresses by: T. D. McGee, representing the wholesalers; C. H. S. Bamford, representing the salesmen; followed by a discussion on points raised by the addresses.

11 a.m.—Resolutions and Question Committee will report.

12 a.m.—Photograph of delegates taken.

Wednesday, 2 p.m.—Address on Marketing Eggs, by W. H. Ault, of the Department of Agriculture, of Ottawa. Demonstration of candling eggs will be given during days of convention.

2.30 p.m.—Address on Marketing Butter, by Prof. J. W. Mitchell, professor of dairying at Manitoba Agriculture College, and Dairy Commission of Manitoba.

3 p.m.—Address by W. L. Harris, a leading merchant of Minneapolis.

4 p.m.—Resolution and Question Committee Report.

6.30 p.m.—Banquet at Fort Garry Hotel. J. W. Kelly, president of Winnipeg branch, presiding. Addresses by: Premier Norris, of Manitoba; Mayor Waugh, of Winnipeg; Vere Brown, of Winnipeg, general manager of Canadian Bank of Commerce; A. L. Crossen, president Board of Trade; W. L. Harris, of Minneapolis; E. M. Trowern, Dominion secretary of Retail Merchants' Association of Canada, Inc.

Thursday 9 a.m.—Address on Retail Accounting supplied and illustrated by W. H. Hammell, of Winnipeg, followed by discussion on points raised by the address.

10 a.m.—Address by W. L. Harris, of Minneapolis.

10.30 a.m.—Address on insurance problems and the Workmen's Compensation Act, as it affects the Retailer, by W. E. Hawkins. Mr. Hawkins has rendered a great service to the members of our association; he has saved hundreds of dollars for some of our members.

11.30 a.m.—Resolutions and Question Committee will report.

2 p.m.—Resolutions and Question Committee will report.

3 p.m.—Election of provincial officers.

4 p.m.—Fix time and place of next convention.



DAMAGED BY FIRE

Winnipeg, Man.—The Wingold Stove Company, dealers in furniture and hardware, sustained a loss by fire recently.

Fire damaged the factory of the St. Lawrence Carriage Works, Montreal, to the extent of several thousand dollars worth of stock and finished product.

The hardware stock of Demers Hilaire, at Montreal, Que., has been damaged by fire, which is covered by insurance.



J. L. Kerr, of the Cochrane Hardware, has returned to Sudbury from Toronto where he has spent the last six weeks owing to ill health.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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OUT OF OUR SWADDLING CLOTHES

CANADA is standing on her own feet more securely now than at any time in her history. We have dropped our swaddling clothes and are standing up in our own right. We have had largely to finance our own affairs since the war began. The flow of gold for investments from the old land was shut off. And we have been getting along without them.

And all the while the wealth of the people in our banks has been growing. At the end of April, 1914, the wealth on deposit was \$903,295,216. At the end of the same month in 1915 the amount to the credit of the people was \$1,033,401,061. This year at the same period it was \$1,150,420,912.

In other words there was on deposit this year \$117,019,851 more than in the same period in 1915. Compared with the same data in 1914 there is \$246,741,689 more in the banks this year. That is very near a quarter billion dollars. And during the past year the people have dug down into their socks to the extent of over one hundred million dollars to help along the domestic war loan.

In December, 1915, there were approximately 86,000 automobiles in Canada. It is estimated there will be fully 140,000 in Canada by the end of this year. People are not curtailing their expenditures along these lines. Is a more eloquent argument needed to induce hardwaremen to take on motor accessories as a hardware line.

TRADE-MARKS CREATE CONFIDENCE

FROM the beginning of industry there has been a positive attempt for the better manufacturers to have a distinguishing mark or token on their goods. It has resulted in the evolution of the trade-mark.

There is no modern government without its register of trade-marks. All progressive peoples have their laws for the protection of these symbols.

But it has only been within the past fifty years that the courts of the English-speaking world have recognized the right to their exclusive use. Through all the centuries of industrial organization there has been this constant struggle to identify worthy goods.

More and more retailers are coming to recognize the value of trade-marked goods. It is a movement which is but nicely under way. It will grow with increasing rapidity.

It is fitting to tell what has been accomplished along these lines. Merchants will no doubt appreciate having the matter laid before them in a concrete way. Our issue of June 17 will be a trade-mark issue.

WOLVES OF INDUSTRY

PRICE-CUTTERS have been referred to by the vice-chairman of the United States Trade Commission as the "Wolves of Industry." With shark-like methods they attack from underneath.

Of the 22,000 failures in the United States last year, he attributes some 90 per cent. of these to small retailers who cut their prices.

H. O. Roberts, secretary of the Minnesota Retail Hardware Association, on the other hand, attributes the failure of some 21,000 of these to the way they extended credit.

One authority says it was price-cutting that put the quietus on so many; another asserts it was the way credit was extended.

If a minute analysis were made it would no doubt be found that both were contributing causes. In a measure the two things are closely allied.

Price-cutting is a general reduction of the margin of profit. It is short-sighted business in that it fails to take cognizance of the cost of doing business. Laxity in the extension of credit means that the profits on cash sales are cut down. If the dead-beat gets away with the goods the loss has to be borne somewhere.

VALUE OF PROMPT CORRESPONDENCE

DO you appreciate a prompt reply when you have placed an order for goods? Neglect of retailers to deal frankly and promptly with their credit houses often seriously affects their credit standing.

When many retailers are not in a position to remit they often let their creditors guess the reason. Very often the wholesaler does not make a very charitable guess.

A straight reason for the delay will restore confidence and very often brings the needed extension of time. Promptness in correspondence is indeed a business builder as well as a credit builder.

CLASHING STEEL

OUR days and nights have hardly been the same since the names Skager-rack and Jutland have been placed on the pages of history symbolic of the greatest naval battle in all times. We lived so long expecting this great event that we are somewhat dazed now that it has passed.

"It was an unforgettable, stupendously awful sight," said a Dutch captain. "It seemed an earthquake in midsea. Both enemies fought with the utmost gallantry and bravery, but it was heartrending to see all the young men drowning." "If you can imagine a hundred thunder and lightning storms rolled into one that is what the battle looked like and sounded like," said another.

Seers have expressed the opinion that the war in the first place was caused through Germany's itching palm to possess the iron and steel districts of north-western France. Over in the North Sea the clash of steel at the Skager-rack typifies the fierce passion which in itself this apparently innocent metal may have brought about. In the market it is quoted at three and one-quarter cents per pound.

Steel! "Thou hast a mighty arm; strong is thy hand and high is thy right hand."

KITCHENER

ONE of the idols of our race has gone down to the depths. His life was precious to us—not so much for what he might do as for what he has already accomplished.

Hun assassins undoubtedly hunted him to his death because of the great work he has completed. A mighty army has been called into being which will be the deciding factor in the war.

Many hardwaremen and hardwaremen's sons responded to his call. They form part of the deathless army into whose souls the stern steel-fibre of our first soldier will pass. The memory of Kitchener will die hard in the hearts of five million British men. He will live more truly than he ever did.

Orillia Hardware Company Is Now In New Premises



Store is 50 Feet in Width and 100 Feet in Depth—Stock Carried is Approximately Worth \$25,000 — Oil Pumps in Handy Position in Rear and on Main Floor of Store

THE Orillia Hardware Company moved into new premises opposite the market building in February of this year, and now have an exceptionally large and well-lighted store. This concern carries a stock in the neighborhood of \$25,000 and are able to display a sample of their entire line. The store is exceptionally well arranged with display tables, shelves for hardware articles and racks for such lines as spades, shovels, forks. Their store is 50 feet in width and 100 feet in depth. "We are well pleased with our new location," said D. W. Elder, secretary-treasurer of the company to a Hardware and Metal representative who called at their store. "Our business has shown an increase every week since we moved into our new store in February last. This has been gratifying. With the completion of the market building opposite we think we should be in a favorable position to secure the farmers' trade". The market building was burned to the ground a short time ago and operations have just recently been commenced on the rebuilding.

Large Basement for Storage

One of the features connected with their new premises is the exceptionally large storage space which they have for their various lines in the basement. The

space is under the entire store and is built of concrete. Here such articles as glass and wire netting are kept. The glass cutting department is in the front part of the basement, with the glass stocks handily arranged in racks. Bulky articles such as wire netting are also kept in the front part of the basement but a wide aisle is kept clear in order that trucks may be wheeled up and down or netting rolled to the elevator in the rear where it can be loaded to the farmers' wagons.

In the basement is also located the oil storage vault. The vault is built of brick with an asbestos covered ceiling which completely shuts the space off from other sections of the building should a fire at any time occur in that region. Pumps carry the different kinds of oil such as gasoline, kerosene, raw linseed, boiled linseed, turpentine, to the main floor of the store. These are in full view of the customers who can watch the operation of drawing off the oil, if they so choose, to see that they are getting the right quantity. In the basement there is also space for boxes which contain shelf hardware which it is found impracticable to keep on display in the main floor.

Store Well Lighted

One of the features of this store is the

great amount of space which can be given over to table displays in the centre of the building. Aisles are arranged so that people can wander through them at their heart's desire, look over the article and make the selection which best suits their tastes. The large windows in the front of the store and other windows in the rear permit much light to enter in daytime. At night time there is a very efficient system of electric lights to make the store most cheerful and attractive to customers. Located as it is opposite the market building the store should be in a very suitable position to capture the farmers' trade.

Deep Shelves for Hardware

In the rear and to the right side of the store are numerous shelves which are extra deep in size and which afford large storage space for enamelware, pans and articles of a similar nature. The paint stock is also arranged on shelves in this portion of the store.

Orillia is well supplied with a high type of hardware store. There are three stores in this small city of 8,000 people which would be a credit to any city. The city of Orillia is a particularly prosperous one, and there is a good farming community adjoining.

Military Camp Doubled Hardware Business

McKenzie & Co., at Niagara-on-the-Lake, Find it Easy to Increase Their Trade When Soldiers Are the Purchasers—Good Humor a Big Asset in Dealing With Soldiers

"I PROBABLY doubled my business," said W. R. McKenzie, of McKenzie & Co., at Niagara-on-the-Lake, to a Hardware and Metal representative, in speaking of the way the military activities of Canada have affected his business. "It is probable that the increase was even greater. This has been due to the fact that the military camp is located here.

"There are two or three reasons, and the first is that a military camp demands all kinds of things that a hardware store carries. To put it in another way, the camp business is not in one line alone: it is in a great many. In fact, there is hardly anything in the store which the camp at some time or another does not need. For instance, during this morning there have been sergeants from different battalions in here buying all kinds of galvanized goods, lamps, oil stoves, to say nothing of countless boxes of nails, screws, nuts and little things of that nature. Electric goods are also very much in demand. Flash lamps have a very ready sale. Shovels are bought by the dozen; kitchen utensils are also in great demand."

While Mr. McKenzie was talking, a sergeant from one of the messes came in. The sergeant asked for a handle for a lawn mower. The clerk in the store said he was unable to supply a handle, but suggested that the sergeant buy a new lawn mower. Within five minutes he had done so.

The reason why this was done was simply good salesmanship on the part of the clerk.

This is typical of the condition that exists. The location of a camp in a town is bound to boost the business because, so far as things required for actual camp use are concerned, it is the Government which is buying them, and the Government is willing to spend money. Instance the incident just cited. Some people with less money than the Government would have gone to some pains to provide any sort of resource by which, if they could not get a new handle for their lawn mower, they could at least have improvised one, but the Government was buying, and was not averse to the sergeant of the mess buying a whole new lawn mower instead of a mere handle. This is a big reason why the location of a camp in town does so much good to the merchant.

Asked about sales methods, Mr. McKenzie said they were for the most part merely the ordinary selling methods he uses in his business. He does not go

after camp business to any large extent, because he found last year that the camp business came so readily to him. His store is a large one, and is the premier hardware store in town and apparently the non-commissioned officers who were in need of hardware supplies were in the habit of dropping in there before they went anywhere else.

"It isn't so much a question of any special method," said Mr. McKenzie. "The trade more or less looks after itself, because we gave them good service last year for one thing, and secondly, because the camp has got used to

coming here, and we have the largest store in town."

Good Humor An Asset

Mr. McKenzie admitted, however, that the great force in building up trade with the camp authorities was good humor and friendliness on the part of himself and his clerks.

"Soldiers, you know," said he, "are a chummy bunch, and if you try and enter into their outlook and familiarize yourself with them and their affairs and talk to them on their own ground, it is certainly a great business-getter."

Mr. McKenzie hopes to duplicate this year the very good business he had last year. He puts it conservatively that he got 100 per cent. new business from the camp last year. In other words, his ordinary business was just half of his total business last summer. The camp simply doubled his trade for him.

Important Declines Not Looked For

Readjusting Process Has Made Itself Evident in Weaker Market for Metals in General—Easier Tendency Has Resulted Through Production Reaching Level With Consumption

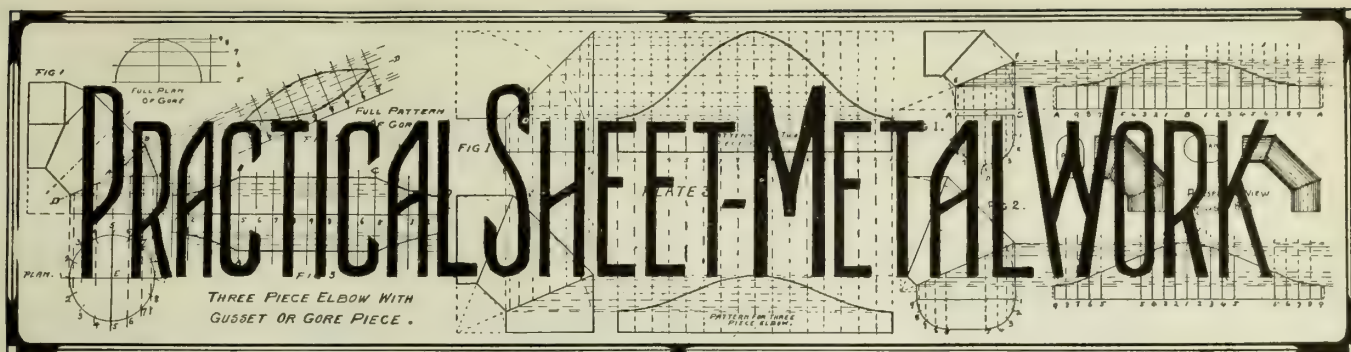
Contributed by a Staff Representative of Hardware and Metal.

FOR some weeks there has been expressed by the writers of the market reports of Hardware and Metal a tone of caution with regard to over-buying at the current market. It has not been argued that there would not be further advances—in fact, it was stated generally that there would be for some time to come—but it has been pointed out that the straws showing the way the wind was blowing indicated that the crest of the movement was being reached, and that, though the period of readjustment from the abnormally high levels would depend upon the duration of the war, there would be an easier tendency when production reached a level with consumption.

To-day advances are still in order, but there is less feverish buying, and the first evidence of the readjusting process has made itself evident in a weaker market for pig iron, with declines for lead, tin, copper, spelter and metals in general—the principal raw materials for hardware lines. The facilities for the production of manufactured goods, being evidently less rapidly developed than those for the production of the basic metals, the easier tendencies referred to may not make themselves evident generally in the hardware trade for some time to come, but they indicate a fundamental change. The only factor to the contrary which has recently developed would appear to be the naval battle, which might be taken to indicate a further extension of the prospective period of hostilities and an ac-

companying increased consumption of steel for the replacement of men-of-war destroyed, but it is doubtful if the facilities for the building of war craft could be more rapidly increased than has recently been the case.

Reports as to the iron and steel situation in the United States bear out the opinions expressed above. At Pittsburg there have been lower quotations for pig iron, while in connection with manufactured steel, the correspondent of the American Metal Market points out that the market is still more dull, and is expected to continue so until August or September, when the balance between supply and demand will be so delicate that it would not require much to swing the market in one direction or the other. Further, he expresses the opinion that the present scale of prices on finished steel products may not be continued all along the line for the period of some months or a year, during which the outlook is that the big steel mills will be called upon to operate at capacity. One opinion is that there will be fractional declines by August or September, because some of the smaller mills have bookings to capacity for only about three months. Another theory is that after the vacation season buyers will be more disposed to buy and sellers will be more disposed to feel that it is time to make prices that will tend to develop business. However, important declines are not looked for this year, and possibly not until the end of another year.



BY THOMAS STANFIELD

IN warm air heating construction one of the most important elements to overcome is that of friction. Many a splendid installation as far as workmanship and neatness went, has been proved very inefficient on account of the amount of friction being set up by having too many acute angled fittings.

In this article a number of fittings are described which are made in such shape as to overcome friction.

In Fig. 1 is shown a fitting which very often has to be used when a beam, or trimmer is so placed as to be in the way of a stack pipe. A is the elevation from round to rectangle.

It will be seen that instead of this fitting being constructed with square corners, they are circular, and while a very trivial change in construction is made, a lot of friction is overcome. B is the plan, and C is the pattern for top piece, D being pattern for the bottom piece.

To develop this fitting, the elevation is first drawn, and by allowing extra material for the seams, this may be used as the patterns for sides. a, b, c, d, in elevation shows the sectional view of joint over which the stack pipe fits.

Now divide the circular ends into equal parts, both ends being the same. Next draw two lines parallel with each other and same distance apart as shown in plan and described at C, and transfer these measurements 1, 2, 3, 4, 5 to top line at C, then measure from 5 to a; b, c, as shown, this will give the true length of material required for pattern of top piece.

Follow out the same instructions for development of pattern for bottom piece. A round collar will have to be fitted into this pattern which is made and fitted as described in previous articles.

Figs. 2, 3, 4, and 5 are very useful

and easily made fittings and can all be used to great advantage in many ways, with the sole object of eliminating friction where possible, with the exception of Fig. 5 these fittings are easy to develop, by using only a straight edge and rule.

(Continued in next issue.)

FURNACE CLEANING TIME

This is the best time of the year to clean out furnaces, flues and smoke pipes. It is well not to wait until the fall when the big rush is on. During the summer months it is well to soak in oil wire furnace brushes. These brushes rust when not in use if they happen to be in damp cellars. The first time they are used in the fall the wire bristles will often snap off like glass.

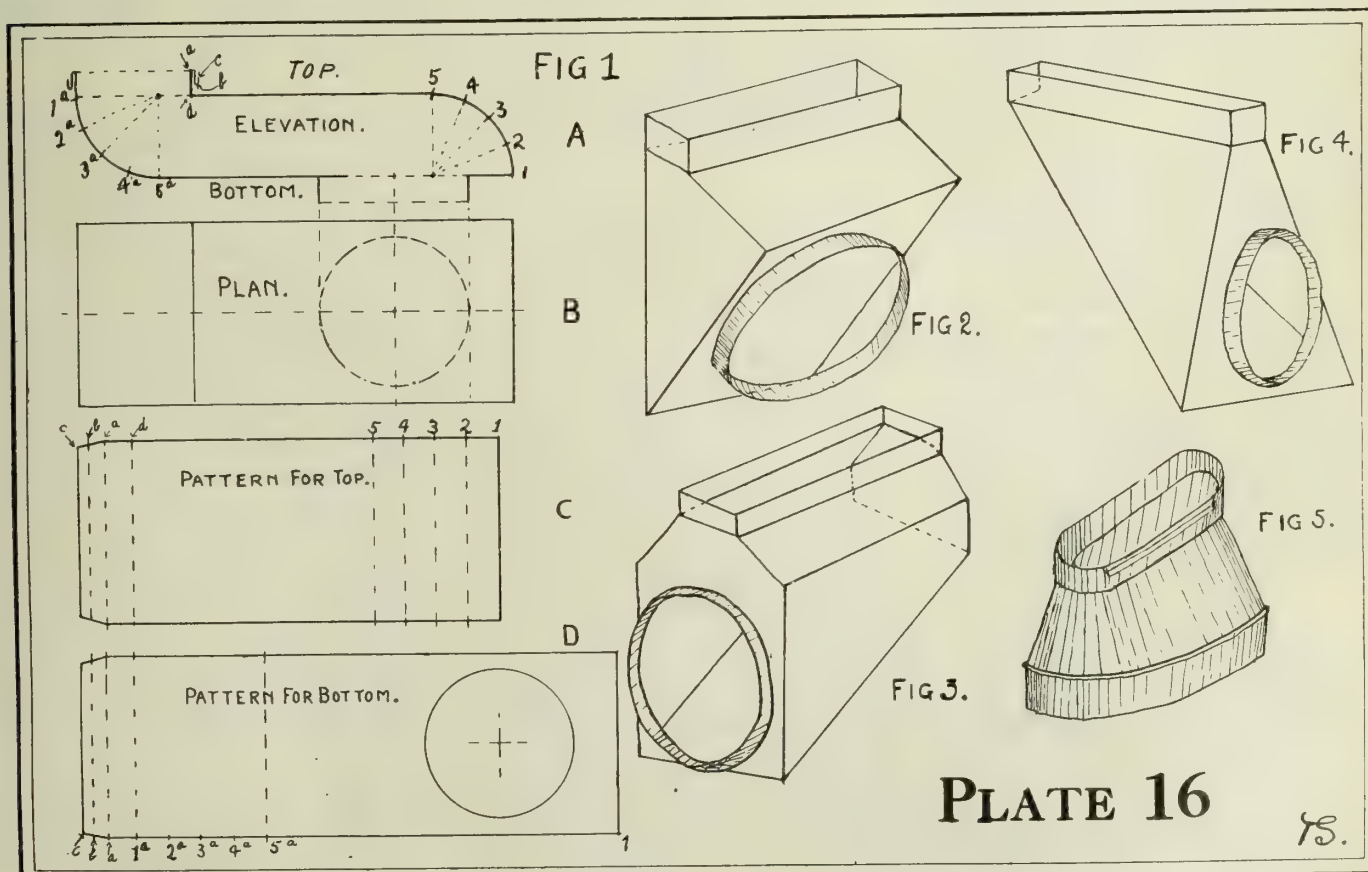


PLATE 16

S.

EVENTS IN THE TRADE

WELL KNOWN CONTRACTOR DIES

Patrick McDermott, a prominent resident of Point St. Charles, Montreal, who has lived in that city for 54 years passed away recently. Mr. McDermott carried on a builders' and contractors' business for 30 years previous to retiring, after having become a heavy owner of rented property.

TWO LESLIE MEN ENLIST

Two members of the staff of A. C. Leslie & Co., Montreal, iron, steel and metal merchants, have recently joined the Overseas forces. Fred G. Smith has gone to Winnipeg as a lieutenant and signalling officer in the 183rd Battalion, and Angus MacNish is in camp at Petawawa with the 66th Battery. Mr. MacNish before enlisting was married in Ottawa to Miss MacLeod, daughter of the late W. D. MacLeod, M.P.P. for Glen-garry County.

BUSINESS CHANGES

Montreal, Que.—The Mount Royal Hardware Company has been registered at Montreal. A stock of hardware, paints and other materials will be carried. L. Beaudin, Jr., is connected with the company.

Winnipeg, Man.—The business of the Swan Mfg. Co., Winnipeg, makers of weather stripping, has been sold to H. Methusalems, 676 Sargeant Ave., Winnipeg, who will instal new machinery.

MANAGER MARRIED

The marriage of A. A. Bittues, managing directr of the Gillette Safety Razor Company of Canada, took place on Saturday, May 27, at Montreal to Alice Maud O'Brien, of Moncton, N.B. The ceremony was quietly celebrated; in fact intimation of the happy event reached only a small circle of intimate friends before the honeymoon had commenced.

INCORPORATIONS

Levine Leather Company has been incorporated at Toronto, with a capital of \$40,000, to manufacture leather goods of all kinds. Incorporators are: Samuel Levine and Benjamin Spiegel, of Toronto.

Westman Hardware Company has been incorporated, with a capital of \$40,000, to manufacture and deal in all kinds



J. A. McCULLOCH

Winnipeg, Man., who has been sales manager of the Manitoba Bridge and Iron Works, Winnipeg, for the past six years. Promoted to general superintendent.

of hardware, paints, sporting goods, agricultural implements and builders' hardware, etc., at London, Ont. Incorporators: Alfred Westman, A. E. Westman, and E. Stiekney, all of London, Ont.

NEW 25c DEPARTMENT

Almy's of Montreal have opened up a 25c department in which the price of all the articles handled will be kept within that figure. The new department includes a wide variety of low priced articles from hardware to millinery. This is the first time that a Canadian department store has ventured into this field of selling and so far as is known it has only been tried out once elsewhere.

The goods are displayed and sold largely after the methods of the famous Woolworth Stores and a feature of the department is the hardware display, laid out in flat tables each class and size of articles to its own individual compartment. J. S. Chesney, the general manager of the firm, states that this is proving unusually satisfactory in the case of very small articles like screws as it leads itself to a very complete examination and comparison.

SOLDIER GETS BACK PAY

In Division Court at Brantford A. Papasion, an employee of the Buck Stove Company, brought action for \$150, being wages due and held back by the company because he enlisted without finishing out the term agreed on. He was given his wages in full by the judge.

ADDING ACCESSORIES

C. Kloepper, 44-50 East Wellington St., Toronto, who handles carriage hardware, has decided to add a stock of motor car accessories to their present line. The firm is one of the oldest carriage and wagon supply houses in Canada.

TRAPSHOOTERS' TOURNAMENT

The Dominion Game Protective and Trap Shooting Association has been authorized to hold a registered tournament at Cobourg, Ont., on Monday, Tuesday, Wednesday and Thursday of this week. The scores made in the 16-yard events at this tournament will be included in the official records. Some \$1,500 in money and prizes were to be put up for competition.

U. S. HARDWAREMEN AT NIAGARA

To-day, Saturday, some two hundred and fifty members, their wives and friends, of the National Retail Hardware Association, of the United States, will visit Niagara Falls on their way to Boston to attend the convention of the association which will be held there on June 13, 14 and 15. The party will arrive in Toronto at 7 o'clock Saturday morning from Chicago by special train over the C.P.R. At 7.30 a.m. they will take boat for Niagara Falls, crossing Lake Ontario, where they will visit the various points of interest. At Niagara Falls the party will be the guests of the Carborundum Company at luncheon and will be shown through their extensive plant. This firm has a plant which covers sixteen acres and employs 1,700 men. About a million and a half pounds of carborundum are made in the company's electric furnaces each month. A very artistic souvenir has been prepared by the company for the hardwaremen in the shape of a colored picture of the Falls on deckled-edged paper. The itinerary of the trip to Niagara is printed on the inside of the folder.

Twenty Years Ago In the Hardware Trade

(From Hardware and Metal of June 6, 1896.)

Robert Rolston, who represents H. S. Howland, Sons & Co., in the North-West and British Columbia, is in a particularly thankful mood. About fifteen minutes before the bridge near Victoria collapsed on the holiday, with such fatal consequences, he passed over it. He reports that the catastrophe has cast a gloom over Victoria, most of those who perished being residents of that city.

Mr. Rolston remained with the H. S. Howland Sons & Co., for some two years after the incident above referred to when he went to Winnipeg and established a retail hardware business in a partnership known as Graham & Rolston. Later he went to Ladysmith on Vancouver Island, B.C., where he established the Ladysmith Hardware Company, which is still in existence.—Editor.

* * *

Mr. C. M. Robertson, secretary-treasurer of the James Robertson Company, was on Wednesday married to Miss West, of Toronto. After the ceremony and reception at the bride's residence the bridal party left on an American tour. Hardware and Metal begs to tender its congratulations.

Mr. Robertson is now president of the James Robertson Company, having been appointed to that position some five years ago. His headquarters are at Montreal. Mr. and Mrs. Robertson continue to enjoy good health. —Editor.



ELECTRICAL SHOW

The second annual show of the Electrical Dealers' and Contractors' Association was held in the basement of Massey Hall, Toronto, on June 6, 7 and 8. Greater interest was evinced in the show this year. Some fine displays of electrical goods were on exhibit. The exhibitors comprised Grouse-Hinds Company of Canada, Detroit Fuse Manufacturing Company, Canadian General Electric Company, Jefferson Glass Company, Cadillac Vacuum Cleaner Company, National Electric Heating Company, Interstate Electric Novelty Company, W. A. Hall Lamp Company, Canadian National Carbon Company, Flexible Conduit Company, Metropolitan Engineering Company, W. H. Spencer & Co., Electric Specialty and Supply Co., Westinghouse Electric Company, Factory Products Company, Ohio Portable Vacuum Cleaner, Kinetic Engineering Company, Hughes Electric Heating Company, Renfrew Electric Manufacturing Company, Rogers Electric Company, Economy Fuse and Manufacturing Company, Canadian Drill and Chug Company, Conduits Company.

2,114 EMPLOYEES WITH COLORS

At the annual meeting of shareholders of John Lysaght, held recently at Bristol, it was announced that the number of employees of the company on active service had increased during the year from 1,700 to 2,114, and even that large number would be increased by men already enrolled and awaiting their call to the colors. The company continues to pay the full salaries of members of the staff and to make an allowance to the dependents of workmen on active service.

The year's business, in spite of curtailment of output and other drawbacks, showed very satisfactory returns, largely on account of the company operating its own blast furnaces and steel works, thus supplying all their own steel as well as furnishing the Government with the quantity required. They are now planning a considerable enlargement of the steel plant. Other British steel works have similar plans, representing a total increase in output of about two million tons per annum.

HARDWARE LETTER BOX

Wire Sofa Springs

Sumner Company, Moncton, N.B.—Kindly advise us where we can purchase wire sofa springs.

W. & F. P. Currie & Co., 345 James Street, Montreal, Que.; Alaska Feather & Down Co., Montreal, Que.; Canadian Feather & Mattress Co., Toronto, Ont.; F. W. Mason & Son, St. Andrew's, N.B.—Ed.

Makers of Bon-Ami Coal Oil Stove

S. L. Adolph, Listowel, Ont.—Please let me know the address of the manufacturer of the Bon-Ami coal oil stove.

This stove is made by Lindeman Haverson Co., Milwaukee, Wis.—Ed.

Manufacturers of Lightning Rods

Ross Bros., Edmonton, Alta.—Can you put me in touch with manufacturers of lightning rods and equipment?

Jos. Lepohon, 408 Park La Fontaine, Montreal, Que.; Canadian Lightning Arrestor Co., Winnipeg, Man.; Canadian General Electric Co., Toronto, Ont.; Canadian Crocker Wheeler Co., St. Catharines, Ont.; Canadian Westinghouse Co., Hamilton, Ont.; Brandon Wire & Stamping Co., Brandon, Man.—Ed.

Wholesale Furniture Houses

McRae Bros., Speers, Sask.—Kindly give us the names of wholesale furniture houses in Canada.

Canada Furniture Mfgs., Woodstock, Ont.; Berlin Furniture Co., Berlin, Ont.; Knechtel Furniture Co., Hanover, Ont.; Toronto Furniture Co., Toronto, Ont.; Henry Morgan & Co., Montreal, Que.; Weiler Bros., Victoria, B.C.; Waterloo Furniture Co., Waterloo, Ont.—Ed.

Omissions

The Belair Tank & Tower Co., Montreal, Que., should have been included in the names of manufacturers of store fixtures such as wall cases.

The following firms' names were omitted from the enquiry of manufacturers of metal frame window screens: Chamberlain Metal Weather Strip Agency, 598 Yonge street, Toronto, Ont.; Watsons, 65 Victoria street, Toronto, Ont.; Higgin Company, 36 McCaul street, Toronto.—Editor.

Address of Manufacturer of Mendits

Martin, Finlayson & Mather, Vancouver, B.C.—Can you give us the address of the manufacturers of Mendits?

Rockwell & Company, Pond Place, (Bronx), New York.—Editor.

Button Sticks for Soldiers

Thos. Magladery, Englehart, Ont.—We would like the names of people who could supply button sticks for putting under buttons on uniforms while cleaning them.

Austin & Workman, 431 Spadina Ave., Toronto, Ont.; A. H. Wolfe, 46 St. Paul street, Montreal, Que.; Martin Mfg. Co., Whitby, Ont.; R. J. Inglis, 138 Peel St., Montreal, Que.; William Scully, University street, Montreal, Que.; J. A. Gaunt, 68 Beaver Hall Hill, Montreal, Que.—Editor.

Linseed Oil Crushers

R. T. Holman, Summerside, P.E.I.—Kindly send us a list of the manufacturers of linseed oil crushers.

Dominion Linseed Oil Company, Royal Bank Building, Toronto, Ont.; Buckeye Iron & Brass Works, Dayton, Ohio.—Editor.

Syphons for Septic Tanks

W. H. Turnbull & Sons, Brantford, Ont.—Will you kindly advise us as to the manufacturers of syphons for septic tanks?

West Toronto Foundry Co., West Toronto, Ont.; James Robertson Co., Toronto, Ont.—Editor.

Buyers of Waste Paper

T. S. Tait & Sons, Campbellford, Ont.—Would you kindly advise us of the names of firms in Toronto who buy scrap paper?

E. Pullan, corner Adelaide and Maude streets; The Levis, 100 John street, Toronto, Ont.—Editor.

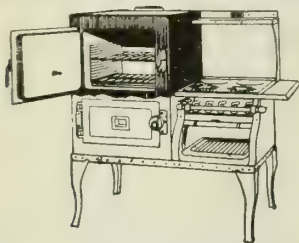
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ECO-THERMAL RANGE

A gas range which, by actual demonstration, will bake, boil, roast, stew and fry various articles of food at the same time, in the same oven, without watching, stirring or burning and without mixing of flavors and do all these when the gas has been turned off, are the claims made by the Eco-Thermal Company, of Warren, Ohio.

It is stated that it is not a fireless cooker but is an entirely new principle.



Eco-Thermal Range built so that oven receives heat from five sides.

The range is so constructed that the oven receives heat from five sides, thus producing a dead heat without any circulation of air in the oven. Ninety per cent. heat efficiency is claimed for this oven and, being insulated, it retains the greater portion of this heat for some hours after the gas has been turned off. For a meat roast which ordinarily takes two hours to cook, the gas is burned for forty minutes under the oven and then turned off. The heat being retained in the oven finishes the cooking.

The gas fumes do not come into contact with the food and it is claimed 25 per cent. of the food is saved through elimination of evaporation. The upper oven is of non-rusting monel metal, an alloy of nickel and copper; the outside parts having a special finish which makes them rust-resisting and easy to keep clean. The plain rich nickel trimmings are so designed as to leave no holes or crevices in which dirt can accumulate. The range is equipped with an oven reflector and mercury thermometer and has the usual surface burners placed on either side of the oven as desired.

REFRIGERATOR BRUSH

A new brush has been placed on the market by The Boeckh Bros. Company, Toronto, which is designed for cleaning tubes in ice boxes. These are usually hard to get at and when substances are allowed to clog in the main pipe it becomes foul and unpleasant odors result.

STANLEY GARAGE DOOR HOLDER

The owner of an automobile knows the danger of having the wind suddenly bang the open garage door shut, smashing lamps or causing other damage. A door holder on the garage serves as inexpensive automobile insurance, saves time in getting the car in and out, and adds greatly to convenience while working in and about the building.

The Stanley No. 1774 garage door holder is a mechanical footman which it is claimed never gets tired and never forgets. It is universal in application, is easy to put on, and can be used for either right or left hand door without any change whatsoever. It is stated to be remarkably strong and simple in construction, it has but few parts. There is a rigid arm of U-shaped steel with attaching plates of heavy gauge and large size, applied at sufficient distance from the hinge joint so as to develop the maximum of holding power. The garage door holder is packed one pair to the box, with holding screws carefully selected to be of the proper strength. The length of this device is 30 inches and the net weight per pair is eight pounds. Of in-

terest to many is the fact that this door holder can easily be adapted for curve top doors.

A copy of the new Stanley Garage Hardware catalogue, which is unusually complete, will be sent free to any dealer addressing the Service Department of the Stanley Works, New Britain, Conn.



New Stanley Garage Door Holder, a mechanical footman, which it is claimed never gets tired.

BENCH WASHER

The One Minute Manufacturing Company of Toronto, is manufacturing a new type of washer which it is claimed has a number of points of superiority. It is a bench washer with a swinging wringer. The platform, it is stated, is built of heavy 1 1/4 inch angle iron, all rivet-

ed together. The gears are all mounted on a board and are rigidly held in place. All the gears run in oil. The wringer post is bolted to the tub in order to make the post absolutely rigid. The frame is of wood and has a practical safety release. The drain spout is the faucet type, and a hose may be attached if desired in order to carry the water off to a drain. The machine can be run by either a gasoline en-



Bench Washer with swinging wringer.

Business Morals.

Business morals is that fine elusive and intangible quality that places the line of demarcation between what everybody does and what you ought to. The more evil a thing is the more loudly it is excused. The better a thing is, the better a thing it is for you to do.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

Although business continues good, there has been some falling off recently, more particularly in general lines of hardware rather than heavy goods, the latter being in good demand in the country districts. The cool and unfavorable weather has affected business to some extent, especially in the paint trade. The outlook, however, for business, continues favorable and the situation generally is satisfactory, considering the abnormal conditions which prevail. Although the upward movement in prices is not so pronounced as was the case a few weeks ago, there is no sign of any weakness in the market and it is very probable that the present high levels will obtain for some considerable time. There is little possibility of any material reduction in prices while the war lasts, as there are indications pointing to advances in some lines, particularly in those composed of iron or steel. There is no improvement in the situation as regards the shortage of raw materials and labor. Reports from different sections of the country all agree that there is already a scarcity of some lines of hardware and the situation will undoubtedly become more serious, as conditions show no sign of improvement. The principal price changes this week include tin plate, boiler tubes, loaded shot shells, fancy butts, sash cord, ship augers, white mop wringers, hasps and staples. Fewer price changes are also reported from Winnipeg, but further advances in some lines are looked for. Business in the West continues brisk, with favorable prospects. The ingot metal markets have a weaker tendency, copper being the only metal to show any strength. In the paint market, both linseed oil and turpentine have declined. The linseed oil market is unsettled and the demand continues very light.

MONTREAL

MONTREAL, June 8.—There are further indications to strengthen the theory that the crest of the price movement of several months in the hardware trade is being reached. Not only is there a still narrower range to the advances on both light and heavy hardware but the weakness of pig iron and substantial declines in copper, tin, lead, spelter and other metals indicates that the production of these metals—which are the foundation of the great bulk of hardware goods has reached the level of consumption. For the time being the indications are that the facilities for turning out manufactured products are not equal to the output of the basic of metals and on this account higher prices on many lines are to be expected while the process of equalisation continues. Material reductions are not to be expected while the war continues and there may be developments at any time which will change the trend of developments but the present outlook is that the high level is at hand and that there will be an improvement before long.

There has been a noticeable falling off in the volume of business recently; this applies particularly to general lines

of light hardware rather than to heavy hardware which is still in good demand in outside districts. Factors in the situation are the slackening of business usual at this season and the very wet and backward weather, the effects of which have been particularly felt in the city, where the movement of seasonal lines has been very slow. However, it must not be considered that the situation in the hardware trade is anything but satisfactory in relation to prevailing conditions. There is a marked improvement in comparison with a year ago amounting to perhaps fifty per cent. on heavy goods.

Advances this week are recorded on: tin plate, loaded shot shells, fancy butts, sash cord "Trimo" wrenches, ship augers, white mop wringers, French Medai glue, wringer rolls, hasps and staples; harness, gloves', and packing needles and knitting pins; chandelier hooks, plate glass, silver solder and some other odd lines. Advances are being predicted for nails and general wire products, bolts and nuts, all lines of butts, harvest tools, and rope; tinned iron is getting in short supply and boiler tubes are difficult to secure as well as plates and shapes.

It will be noted that there has been

an important announcement regarding the gauges of galvanised sheets, the American mills having taken the advantage of the elimination of British competition to drop the English gauges and thus simplifying their processes. However, there will be a 10³/₄ ounce or 30 gauge to take the place of the former British 28 gauge.

In the metals the weakness continues with lower prices for, tin, copper, spelter, lead, antimony and solder and the general situation is easy with prospects of further reductions.

Tin Declines Further.—A further decline of 1c on the quotation for tin is noted this week. The market is not strong on the lower level, and the evident tendency is still downward. One of the important developments in the situation recently was an announcement from London that tin speculation would be prohibited on the London market, this announcement puzzled New York to discover its application and effect upon shipments to America. Later advices were received to the effect that the announcement had been premature and that trading was proceeding as usual—at least for the time being. However, there is a feeling that some restrictions are to be placed upon the London market and the situation is unsettled, awaiting a definite announcement. Cables have recorded declines in England and these are taken to indicate that restrictions would have the effect of demoralising trading for a time at least. Montreal quotation: 51c-51¹/₂c—tone easy and unsettled.

Copper Drops Further.—There is a further drop of 1c this week in the copper market and the tendency still appears to be to lower levels. However, late reports from New York are to the effect that there is a firmer tone under the influence of an advance in London, although for the week there was no change in spot figures and futures were fractionally lower. American consumers generally are paying little attention to the offers being made and there is not enough demand to absorb the outside lots of the metal now on the market, while the decline in lead seems to have only emphasised the dullness of the copper situation. Montreal quotation: 31c-31¹/₂c—easy.

Spelter Declines.—The falling tendency of the spelter market, to which reference has been made for some weeks, has finally affected the quotations in the local market which have been marked down 1c, with the outlook that they will go lower; also it is noted that the general situation indicates that futures are

comparatively easier than spot. New York reports a further fractional net decline for the week, making more than 4 cents for the descent of the past few weeks. Late reports from American markets, however, indicate that a better tone is developing with firmer prices, following a material rise in London; consumers have come into the market at last and producers are not showing the same anxiety to sell which they have displayed for some weeks. Montreal quotation: 21½-22c—easy.

Lead Still Lower.—The weakness in the lead market has resulted in the quotations being marked down a further half cent. This reduction came with a similar cut on the part of the Trust in the United States which followed considerable under-selling on the part of the independents and second hands. On the decline there has been little new buying and reports from American markets indicate that there will be further cutting on the part of the second hands if more interest is not soon displayed by consumers. Montreal quotation: 9½c-9¾c—easy.

Antimony Still Lower.—The tendency in the antimony market continues downward and this week there is another 2 cent cut, making a total of 12 cents for the decline. New York reports that the situation is very unsettled with only occasional jobbing orders to give any guide to the market. Sellers seem to realise that there is little use in making offers, and if they started to compete for what business is passing prices would undoubtedly fall much lower. Montreal quotation: 36c—nominal.

Solder, Zinc, etc.—The further weakness of tin and other metals has caused a more noticeable weakness in the solder situation and prices are marked down about half a cent. However, such is the wide variety of products that any quotations are of a nominal character; they range anywhere from 31½ to 36 cents. Sheet zinc gives evidence of the general weakness of the market and, although quotations are generally unchanged at 31c for casks and 31½c for part casks, the tone is distinctly easier. Aluminum continues nominal at 68c and there are no developments in the situation regarding this metal.

Iron and Steel Situation.—In the market for manufactured iron and steel there is no change so far as the present situation is concerned, but there are some further indications that the top of the movement is being reached—probably already reached in many lines—for the time being at least. There is a distinct weakness in the pig iron market and, while the facilities for finishing the metal have not developed so fast as production, there is a feeling in some quarters that the price situation will ease when production catches up to consumption. The big mills are booked for months ahead, but it is reported that some of the smaller mills are only booked for about three months and it is figured that this will prove a factor. Advances for the week are not many but there are indications that in a number

of lines there will be higher prices in the near future. Tin plate has advanced and it with tinned iron, is in very short supply; there is also talk of higher prices for wrought iron pipe.

Pig Iron Market.—Reports from Pittsburgh recently are to the effect that the pig iron market is weaker and dull. This condition is expected to continue until August or September, when there will be a better opportunity to gauge production and consumption. In some quarters the recent naval battle is taken as an indication of possibly enlarged demand for steel for the manufacture of war craft to replace those destroyed. Local prices are unchanged and will not be affected unless the market shows more definite tendencies.

Pipe May Go Higher.—There is a report in the trade this week that higher prices for wrought iron pipe are to be expected but dealers do not appear to have given it general acceptance. For some weeks it has been pointed out that, with a shortage of raw materials for some sizes of pipe, there might be a readjustment of quotations before long, but there has been no further information on this point.

Tin Plate Advance.—The shortage of tin plate has become so acute—the market being almost bare of supplies—that an advance of \$1.00 has been made in the quotations. However, these may be regarded as nominal for the most part as between different jobbers, because it is doubtful if new supplies could be secured even at the higher figure quoted. New prices follow:

“Allaway's Best” Standard Quality.

IC, 14 x 20 base	\$ 8 75
IX, 14 x 20 base	9 75
IXX, 14 x 20 base	10 75

Tinned Iron Shortage.—It is predicted that there will be a shortage of tinned iron with attendant higher prices before fall. The supplies are small and the manufacture of furnaces should create a demand, which will quickly deplete stocks and send values up; the spring demand for the manufacture of sap evaporators had some influence in this same connection.

American Gauges for Sheets.—On account of it being practically impossible to secure galvanized sheets in Canada from England, owing to the war, the American mills have decided that they will no longer roll the English gauges. The American mills rolled English gauges to meet competition and, now that the competition has been eliminated, they are able to simplify their processes to a considerable extent. However, they will continue to roll a 10¾ oz., which will be known as such or as a 30 gauge, and will take the place of the former English 28 gauge. The market prices now put the 10¾ gauge 30 cents above the 28 gauge.

Plates and Shapes.—Dealers in plates and shapes report that there is practically no improvement in the situation as regards supplies and the big American mills continue to defer deliveries until the latter part of the second

quarter of 1917. Some of the small mills are not booked so far ahead and this may ease the situation before fall, although materially lower prices are not in sight for this year and may not come next year with the war continuing.

Boiler Tubes.—The shortage of boiler tubes is acute and mills continue to ask 14 months for delivery. Under these conditions the market is very firm and there are some indications of still higher prices before long.

Copper Products.—Although there has been a decline in the copper market, which has created an easier tone in the situation as regards bars and sheets, there has not yet been any general readjustment of prices and this may be deferred unless the weakness in the metal continues.

Lead Pipe Easier.—As yet there has been no decline in the prices for lead pipe as the result of the lower quotations for the metal, but it is possible that there may be some readjustment at an early date. It does not appear to be clear as to whether manufacturers formerly took advantage of the full extent of the advance and this of course is an important factor in making a new basis. Lead pipe is quoted at \$14 and lead waste pipe at \$15, with a 5 per cent. discount off traps and bends.

In Hardware Lines.—The changes in general hardware lines this week are few in comparison with the conditions which have prevailed for some months. The indications are strengthening that the top of the movement is being reached and that, though there may be no general reaction while the war lasts, increases will not be so broad in their application. The fact that there is a general downward tendency in the metals, which are the principal raw materials for most hardware lines, adds support to this theory. However, manufacturing facilities have evidently not developed as quickly as those for the production of the raw materials and difficulties continue with regard to deliveries of many lines.

Ammunition.—The advance recently recorded on loaded shot shells has been followed by another and the discounts to the trade are still further reduced, the allowances now being as follows:

Crown black powder 10 per cent.; Sovereign bulk smokeless powder 15 per cent.; Regal dense smokeless powder 15 per cent.; Imperial, both bulk and dense smokeless powder 10 per cent. and Canuck smokeless 12½ per cent.

Nails and Strong.—Following the recent advance on nails, the market has been very strong with the Montreal base at \$3.75. There are reports current in the trade to the effect that there will be another increase in the near future.

Fence and Other Wires.—The situation in the market for fence, hay and other wires has recently been strong, and it is reported in some quarters that there will shortly be another advance on practically all wire products.

Bolts and Nuts.—The situation in bolts and nuts is reported as being very firm, with prospects that there will be

a further reduction of the discounts to the trade in the near future.

Advance on Butts.—The market for butts is strong and some wholesalers have made a further advance on fancy lines of about 10 per cent., while the forecast is made that all goods of this class will shortly go to higher price levels.

Harvest Tools Strong.—The market for harvest tools is very strong and there are reports that there will be important advances made before the season has far advanced.

Rope Is Very Firm.—Despite the many advances which have been made on rope, the situation is very firm and the outlook is that there will be further increases in the near future.

Advance on Sash Cord.—Higher prices are now prevailing for sash cord. Number 6 has been advanced from 32½¢ lb. to 35¢ lb.; Number 7 from 32½¢ lb. to 34¢ lb. and Numbers 8, 9, 10, 11 and 12 from 32¢ lb. to 33½¢ lb.

Wrenches.—Further advances are being made on certain lines of wrenches. One firm quotes the discount on Trimo wrenches at 57½ per cent., as compared with 60 per cent. formerly, and parts at 55 per cent., as compared with 57½ per cent.

Ship Augurs Higher.—The prices of ship augurs have been advancing, one firm now quoting a discount of 30 per cent. as compared with 32½ per cent. formerly.

White Mop Wringers.—An advance on white mop wringers has resulted in the discount to the trade being reduced from 25 per cent. to 20 and 10 per cent.

French Medal Glue.—The market for French Medal glue is very unsettled and quotations are nominal where supplies can be secured. A local wholesale house has just advanced its quotation from 16¢ to 20¢ per pound.

Rubber Wringer Rolls.—There has been an advance on rubber rolls for wringers. The increase amounts to about 5 per cent. on the net list.

Hasps and Staples.—New and higher prices are now in force for hasps and staples as follows: Hasps and staples—No. 20 by 6, 22¢; by 7, 24¢; by 8, 29¢. Hook hasps and staples—No. 30 30¢; by 7, 35¢; by 8, 40¢; by 10, 55¢; No. 40 by 6, \$1.15; by 8, \$1.20; by 10, \$1.45.

Needles Are Higher.—Generally higher quotations for glovers, harness and packing needles and knitting pins now prevail as follows:

Harness needles, numbers 1 to 5 \$2.25 per thousand; Glovers' needles, numbers 0 and 6 and 1 to 5, \$4.50 per thousand; Packing needles, number 4, \$1.05; 4½, \$1.30; 5, \$1.40; 5½, \$1.85; 6, \$2.20; 7, \$2.95 per gross; Knitting pins, 9, \$2.95; 10, \$2.20; 11, \$1.95; 12, \$1.20; 13, 95¢; 14, 65¢; 15, 60¢ and 16, 50¢ per gross.

Chandelier Hooks.—New and higher prices are being quoted for chandelier hooks as follows: 2 and 3 inch 60¢; 4 inch 70¢; 8 inch 75¢; 10 inch 85¢; 12 inch 95¢; 15 inch \$1.10.

Silver Solder.—Silver solder which is

occasionally handled in the hardware trade has been advancing in value, one wholesale firm recently having advanced its quotation from 95¢ to \$1.20 per ounce.

Seasonable Lines.—Wet and cold weather has seriously interfered with the spring movement of many seasonable lines such as lawn goods, agricultural tools, screens, etc., and this condition of affairs has been particularly emphasised in the city. The movement of heavy goods has been in fair volume especially to outside points. Daily rains have had the effect of checking the demand for lawn hose.

Old Materials.—With a further weakness in the metal markets there has been a continuance of the easier tendency in scrap. However, there is only one item which has been marked down for the time being; zinc is now quoted at 12¢ as compared with 12½¢ a week ago.

TORONTO

TORONTO, June 8.—An interesting stage has been reached in the hardware market, and the trend of events should be followed closely. It is an open question whether the present lull in the price movement is only temporary or whether prices will again move upward. If it were not for the shortage of raw materials and labor it is more than likely that values would remain about the present level for some considerable time. The situation, however, is so abnormal that the possibility of still higher prices should not be lost sight of. Manufacturers are experiencing considerable difficulty in getting materials, and the shortage of labor is becoming more acute, which will have a tendency to raise prices as well as result in a scarcity of many hardware lines. This latter feature is perhaps the most important consideration, and is already being felt in the trade. The continued strength in the steel market, and high prices of iron and steel, are chiefly responsible for increase in cost of so many hardware goods, and will be the principal factor in the maintenance of high prices. As the steel market shows no indication of weakness and the mills have all the business they can take care of this year, prices of steel products will, therefore, be maintained at the present level, or may in some lines advance, which will affect prices of hardware in a corresponding degree.

As was the case last week, there are comparatively few price changes to note in staples this week, although a few more or less unimportant lines have advanced. The more important advances include boiler tubes, sash cord, and some lines of building paper. Trade conditions continue favorable as regards the volume of business, particularly in seasonable lines, which are moving out in good volume. Sporting goods are in fair demand, and a steady business is being done in shelf hardware. The ingot metal markets continue weak, and prices of some metals have declined. Copper, however, is firm and unchanged.

Iron and Steel Situation.—The upward movement in prices is less pronounced,

the market being much steadier and still very firm. The general situation, however, is unchanged, and the present high level of prices will, no doubt, obtain for some considerable time. The demand on the mills for material is as insistent as ever, and there is no sign of any falling off in demand. There is, therefore, little possibility of any weakness developing in the market with a continuance of present conditions. Deliveries are as backward as ever, and are a serious handicap to many makers of finished products, the result being continued high prices and a shortage of many lines. The most important advance this week is in seamless boiler tubes, prices being about 5 per cent. higher for most sizes. The mills are practically sold out for the remainder of the year on both iron and steel locomotive and merchant tubes. The tube market is very strong and a further advance is expected in the near future. Prices on wrought iron pipe are very firm, and an advance is highly probable at no distant date on account of the shortage of skelp. It is reported that many skelp mills have their output sold up for practically the remainder of the year. Boiler plates are also very firm and deliveries backward; some plate mills are sold up for the remainder of the year.

The high level of prices in the United States is being well maintained, and the steel market is very firm. New orders are not in such large volume, but there is no sign of weakness in the market. The outlook in the steel trade continues very bright, and the mills are booking orders into the second quarter of 1917. Steel bars are unchanged at 3¢, plates 3.75¢, and shapes 2.60¢, Pittsburgh.

Old Materials.—The market for scrap metals has a weak tendency, and prices of some materials have declined. The domestic demand is light, but the manufacture of munitions is still absorbing considerable quantities of some metals. Lower prices have to be noted for copper, brass, heavy melting steel, lead and zinc.

Metal Markets.—The weakness in the markets continues, copper being the only metal not affected. The weakness is due to a general decline in London, where the market has been affected by peace rumors. As the possibility of an early peace is remote, the market should recover and a reaction set in. The copper market is steady, due to the recent order of the British Government, now in effect, prohibiting speculation in copper. The tin market is dull and stagnant, and prices have declined. Spelter is weaker, and the market disturbed, following a sharp decline in London. The "Trust" price for lead is unchanged, but the outside market is lower. Antimony and aluminum are unchanged. Solders are also unchanged.

Copper.—The market, although dull, has not followed the weakness in London quotations, and prices are unchanged. Consumers generally are displaying but little interest, and producers are not pressing copper on the market. The undertone is very strong, with the view generally held that it is simply a question of awaiting the next buying move-

ment. Quotations are unchanged and nominal at 32c per pound.

Tin.—The market is quieter, with quotations slightly lower. Consumers are still holding off, but some good buying is expected as soon as the market shows signs of steadiness. The position of tin is a good one, and it is selling at a low basis compared with other metals. Tin has declined 1c, and quotations are nominal at 50c per pound.

Spelter.—Quotations are unchanged, but the market is unsettled, following a sharp break in London. It is probable that a reaction will set in, and prices advance. Spelter is quoted at 18c to 20c per pound.

Lead.—The market is dull and lower on the outside market, but the Trust price of 7.50c New York is maintained. The demand continues light and buying at present is of a hand-to-mouth order. Local quotations are a shade lower at 9½c per pound.

Antimony.—The market is unsettled and lower, due to an increase in available supplies. Quotations are nominal at 36c per pound.

Aluminum.—The situation generally is unchanged, but the market is weaker, and aluminum is quoted at 66c per pound.

Black and Galvanized Sheets.—The sheet market is very firm; prices on black sheets have an upward tendency, although galvanized are easier. Light black sheets continue to be readily obtainable, while heavy gauge as well as blue annealed are as scarce as ever. The continued decline in spelter has had its effect on galvanized sheets, but the price of this metal is still too high, and the market too unsettled to materially benefit the galvanizers.

Boiler Tubes Advance.—Higher prices on seamless boiler tubes have been announced this week. The advance is equal to about 5 per cent., and affects all sizes from 1¾ in. to 4 in. inclusive. Lapwelded are unchanged. The demand continues heavy, and the mills are practically sold out for the remainder of the year on both iron and steel locomotive and merchant tubes. Prices are very strong, and a further advance is looked for in the near future.

Wrought Iron Pipe.—The market continues very firm at unchanged prices. The output and shipments of pipe in the primary market at this time are the heaviest ever known in the trade. Some mills report that they are sold up for eight to nine months. There is still a great shortage of skelp, and some mills have their output sold up practically for the remainder of the year. Indications point to higher prices on wrought iron pipe.

Wire Products.—An exceptionally heavy export demand for barb wire and wire nails is driving Canadian producers into the United States for these materials, and also for wire rods. The activity of the mills is limited only to their ability to secure rods, with the result that heavy inquiries for rod material have gone to the States. Prices on barb and galvanized wire are very firm, but unchanged in the meantime.

Wire Nails.—About two weeks ago some makers of wire nails advanced their prices 5c, bringing the quotation up to \$3.70 per keg. Other makers have now adopted the same price, so the above quotation is now general. The nail mills are working to the limit getting out orders for export to Great Britain, and are hard pressed to get sufficient supplies of wire rods. The domestic output of wire rods is heavy enough to meet the demand so considerable tonnages are being imported from the States. Deliveries on rods material are, however, very slow, some mills having their output sold up for the next five or six months. The market is very firm at the advance.

Building Paper Advance.—An advance in one or two lines of building paper has been made, due to the high cost of raw material. The lines affected are tarred fibre, No. 1, which is now quoted at 80c, and dry fibre, No. 1, at 68c per roll.

Sash Cord, New Price.—Sash cord has advanced about 5 per cent., and is now quoted as follows:—No. 6, 35c; No. 7, 34c, and Nos. 8, 9, 10 and 12, 33½c per pound.

Rope.—The situation in the cordage market is unchanged, and prices are holding firm. Mexican sisal has advanced ¼c in the primary market, and all of the estimated available supply for June and July shipment has now been sold. Manila fibre of the best grades is scarce and high in price. The Italian hemp market is dull, and the situation unchanged; prices still being high.

Wood Screws.—Owing to the steady increase in cost of raw materials, an advance on wood screws is looked for in the near future.

Seasonable Goods.—The demand for seasonable lines, such as window and door screens, ice cream freezers, refrigerators, lawn mowers and rollers, continues good; business generally is reported as being ahead of last year.

Lead Pipe.—Prices on lead pipe are unchanged, although the pig lead market is a little weaker. Business is quiet. Lead pipe is quoted at \$14, and waste pipe at \$15 per 100 lbs. The discount on traps and bends is 5 per cent.

Utensils.—A good demand for all lines of utensils is reported, and prices are very firm. Manufacturers are experiencing some difficulty in getting raw materials, and are handicapped because of this.

LONDON

LONDON, Ont., June 6. — Business continues good in London and surrounding districts. Changeable weather fails to stop good trade. All summer lines have good sale. Lawn mower business shows considerable increase over last year. Collections here reported as good.

Linseed Oil Down.—The market is weaker again and the price is 4c per gallon lower. Prices quoted here are as follows:

	Raw	Boiled
1 to 2 barrels	83c	86c
3 to 5 barrels	82c	85c
6 to 9 barrels	80c	83c

Turpentine.—The situation remains the same as last week. The following are the prices quoted: 1 bbl. lots 69c; 2 to 4 bbl lots, 68c and 5 gal. 67c per gallon.

White Lead.—The market is firm although the demand is small at present. Pure white lead is quoted at \$13.95 in ton lots and \$14.25 per 100 lbs. in less than ton lots.

Putty.—The market is firm at present prices being as follows:

	Per 100 lbs.
Standard in 100 lb. drums	\$3.00
Standard in 25 lb. drums	3.10
Pure in 100 lb. drums	3.70
Pure in 25 lb. drums	3.80

Nails.—Prices are unchanged and the demand is very good. Wire nails are quoted at \$3.65 base and cut nails at \$3.40 base.

Whiting.—Whiting in barrels has advanced again and is now quoted at \$1.75 per 100 lbs.

Sash Cord.—Quotations have advanced 1½ cents per lb. This advance has already taken place on other lines of cotton goods. The new prices are as follows: Nos. 8, 9, 10 and 12 33½c; No. 7, 34c; No. 6, 35c per lb.

Brass Escutcheon Pins are higher. The present price ranges from 70 to 80 cents per pound.

Snow Shovels have again advanced. The increase is about 10 per cent. and the price is for fall booking as well as for present shipment.

Glass.—The glass trade here is not very brisk at present. The price remains firm. The case discount is 30 per cent. and the light discount 50 and 5 per cent.

Miscellaneous

Poultry Netting.—1 and 2 in. mesh 25 per cent.

Screen Wire 100 ft. rolls \$2.25 and 50 ft. rolls \$2.30 per 100 sq. ft.

Harvest Tools, 40, 5 and 5 per cent.

Spades and Shovels.—1sts, 40 and 12½ per cent.; 2nds, 40 and 5 per cent. and 4ths, 30 per cent.

Many lines of steel and brass goods are very hard to procure. The shortage in these lines is becoming a more serious problem each day.

WINNIPEG

WINNIPEG, June 6. — It has been brought to our notice that the strike which is now prevailing among the cartage companies in the city is working considerable hardship on jobbers, both for incoming and outgoing freight shipments. For those of the jobbers who have trackage facilities the railway companies are making an effort to cope with the situation successfully by putting local shipments in cars and then transferring to various sidings. For those without trackage, however, the situation is rather acute, and although some cartage teams have started work again, it is under police protection, and this does not tend to move the freight very rapidly.

Business continues to be quite brisk, and reports from the various jobbers indicate that a splendid volume of orders

is being handled. Prospects for a continuation of good business for the balance of the month are bright, and it is quite possible that another record may be made when the figures are compiled at the end of the month.

The price changes for the past week have been comparatively light, although the new prices on japanned ware and galvanized ware have been completed. In looking over the prices applying to different lines of galvanized ware, one is struck by the ruling quotations on galvanized buckets, wash tubs, and oil cans. Although all lines have been affected to a similar extent, the three mentioned are perhaps the best known to the retail trade. We give herewith a memorandum of to-day's prices on the different lines, from which it will be seen that the prevailing quotations are almost prohibitive:

Galvanized Buckets "Straight"—No. 12, \$4.40 doz.; No. 14, \$4.95 doz.; No. 16, \$5.60 doz.

English Pattern Galv. Buckets—No. 111, \$4.95 doz.; No. 112, \$5.50 doz.; No. 113, \$6.27 doz.; No. 114, \$7.25 doz.

Wash Tubs—No. 0, \$10.18; No. 1, \$13.65; No. 2, \$14.85; No. 3, \$16.95.

Oil Cans, Flare Top—No. 1 galv., \$6.05; No. 2, \$9.35; No. 3, \$11.55; No. 5, \$14.85.

The latest price issued on light plished copper was boilers is also extremely high, to-day's quotations being made at \$5 each.

Another change is reported in price of wire rope, and, as might be expected, this shows a further advance. The latest prices are given herewith—Wire rope (100 ft.)— $\frac{1}{4}$, \$7.85; $\frac{5}{16}$, \$8.40; $\frac{3}{8}$, \$8.90; $\frac{1}{2}$, \$9.90; $\frac{3}{4}$, \$16.50; 1, \$29.85.

The situation in the iron and steel market still continues at its high level. There is no tendency at the present time towards a reduction in price on the various products, and it is quite possible that on a few lines further advances may be expected. Deliveries are becoming more uncertain than ever, and from this condition there would seem to be no relief. All manufacturers take orders conditionally, the main trouble being shortage of material. It is also noticeable that very few quotations are given for future delivery, all orders being subject to prices ruling at time of shipment.

CREDIT MEN MEET

The annual meeting of the Canadian Credit Men's Trust Association was held at the Royal Alexandria Hotel, Winnipeg, on May 25. The president of the association is L. J. Mylius, manager of the National Drug and Chemical Company.

The following were elected to sit upon the head office board to represent the outside branches for a period of one year:—L. J. Mylius, Maritime Provinces; D. A. Clark, Quebec; H. D. Eby, Ontario; Jos. Clark, Saskatchewan; W. S. Fallis, Alberta; F. Parsons, British Columbia.

There were five vacancies amongst the

local residents, and these vacancies were filled by the following:—R. R. Wilson, of the firm of Campbell Bros. & Wilson; T. E. Heward, of the firm of Gaults; G. M. McBride, of the firm of Wood-Valance Co.; A. K. Ferguson, of the firm of Kilgour-Rimer Co.; D. P. Sullivan, of the firm of Marshall-Wells Co. These will serve for a period of two years.

The directors who did not retire, and who will serve for a further period of one year, are:—T. D. McGee, of the firm of Thos. Ryan & Co.; A. W. Adams, of the firm of W. E. Sanford Mfg. Co.; H. C. Cowdry, of the firm of the A. Macdonald Co.; J. M. Rice, of the firm of Canadian Consolidated Rubber Co.

After the annual meeting, the old board of directors met and handed over the reins of government to the incoming board. L. J. Mylius was appointed president for the coming year, and T. D. McGee, vice-president, and Henry Detchon, general manager.

TURPENTINE ADULTERATED

That commercial turpentine as sold in Canada is very apt to prove an adulterated product is the inference to be drawn from a report issued by the Dominion Analyst Dr. A. McGill.

The inspection embraces careful and, in most cases, exhaustive work upon 212 samples which were purchased throughout the Dominion in July, August and September of last year, and were specially obtained from dealers in paint materials. Fifty of these samples fail to meet the requirements, and must be described as adulterated under the Act.

A very large number of complaints from users of turpentine have been received in recent years, and the results of this inspection indicate that ample ground for complaint exists. The chief adulterant is found to be a petroleum product, but rosin oil is also used for the purpose.

The report says that "wood turpentine, that is the product obtained by distillation from resinous woods, as distinguished from that obtained in the regular way from the gum of various species of pine, cannot be regarded as an adulteration, provided that it is properly described when offered for sale. It possesses in a high degree the desirable properties of true turpentine but is not, in every respect, its equal for paint purposes. Samples indicating (by their lower iodine number and other characters) admixture with wood turpentine, have not been judged as adulterated in this report. It must be noted, however, that vendors are not as careful as they should be in properly distinguishing these articles from true (gum) turpentine".

ENCAMPMENT AT NIAGARA

The Great Sachem of the Order of Eeh-Nis-Kim has issued a call to the five thousand braves and medicine men of this organization of hardware men, announcing that the annual camp, on the banks of the historic Niagara River, will be opened Saturday, July 1, and will close on Labor Day.

The Order of Eeh-Nis-Kim is an organization of good fellows and good Indians founded by the members of the sales force of the Carborundum Company. Any hardware dealer or salesman is eligible to membership.

The organization has been in existence six years. There are about 5,000 members in all parts of this country and abroad. There is no obligation connected with the membership in the Order excepting that every member agrees that he will be a good fellow and a good Indian. The big feature in connection with the Order is the annual Council Camp, which is located on the banks of the historic Niagara River, about five miles above the Falls of Niagara.

WHAT IS HARDWARE?

The question of what should be included in the term "hardware," was raised as an important one to Sheffield, England, when the British Government recently issued a proclamation prohibiting imports under that head. Recently the matter was before the Sheffield Chamber of Commerce. It was announced that information had been received from the British Board of Trade to the effect that for the present the board regards as "hardware" all goods entered under that heading in the General Railway Classification of January 1, with the following exceptions, which are of much importance to Sheffield: Awl blades, bayonets, bullet moulds, caps for cartridge making, cartridge cases, hammer and hammer-heads, horse clippers, jacks (small and screw), percussion-cap shells, pliers, pulleys and pulley-blocks, scythes, sickles, shears, spanners, carpenters', coopers', joiners', masons', shipwrights' and edge tools, trenching struts and brass or copper tubes.

BRITAIN UTILIZES OLD CANS

Among the recent patents filed in England is a process for removing the solder, tin and chemicals from scrap and galvanized articles and for utilizing the base metals. The inventor is a South Wales tinsplate worker, who has already obtained contracts from several municipalities for treating down refuse, such as tin cans, containers and similar metallic waste products.

WEEKLY PAINT DEPARTMENT

Window Displays Pull Paint Trade

Omer de Serres of Montreal Says Demand Follows Each New Weekly Display as Regular as a Clock—Uses Space to Draw Attention to Little Known Lines—Reaches Man on Street and Lures Him to Buy.

An authorized interview by a Hardware and Metal representative with Omer de Serres, Montreal.

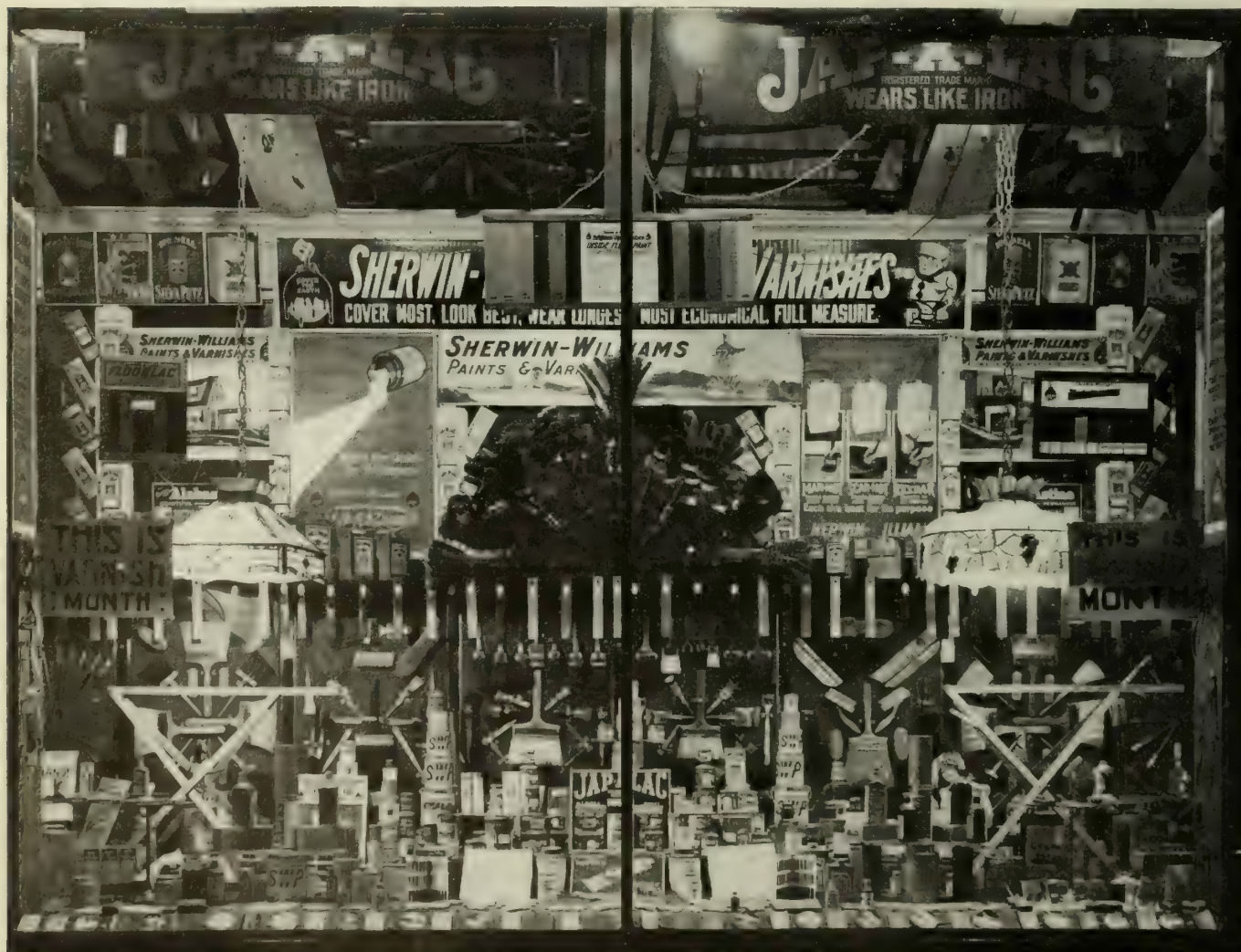
"WE put a new paint window in every week, and the demand follows the display as regular as a clock and centres on the lines displayed. No better proof of the efficacy of a window display could be desired," stated Omer de Serres, of Montreal, pro-

prietor of one of the well-known hardware stores in that city.

"When we feature varnishes, it is varnishes that people begin to crowd in for, after the window has had a few days to soak in, so to speak. It is the same with every line handled. What we show we

sell. A paint window is as definite as an organ in its certainty of results. You have only to press here or there on an organ to make certain sounds. A good window works on the same principle: concentration on a dead line moves it.

"Our windows are the only agency we



Window Display of Omer De Serres Montreal featuring paperhanging tools and other adjuncts of spring moving and cleaning. Mr. De Serres has great faith in the power of window displays to keep little used lines on the move.

Jamieson's

PURE PREPARED

Paints & Varnishes

**THE JAMIESON QUALITY IS A
SURE BUSINESS BUILDER**

The man who buys the Jamieson line of paints and varnishes considers his money well invested. He is so well satisfied that he comes back and back again for more.

Pleased customers are one of the greatest assets to a business. Their confidence in you will result in their recommending your store to their friends and neighbors.

Write for full details.

R. C. Jamieson & Co., Limited, Montreal, Canada

Owning and Operating P. D. DODS & CO., LIMITED

**ESTABLISHED
1858**



THE NEW PACKAGE

Muresco—

The line that makes the selling of flat wall colors exceedingly profitable business.

Muresco wins friends and retains their friendship everywhere, because it always makes good in appearance and durability.

There is no rubbing, cracking, peeling or blistering, and, besides, Muresco is Sanitary and Hygienic.

Used in Thousands of Homes.

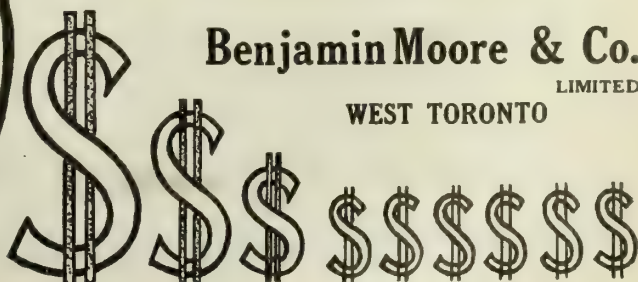
Eighteen tints and colors.

Write for our proposition.

Benjamin Moore & Co.

WEST TORONTO

LIMITED



use for reaching the man in the street, and they certainly pull their weight. It is the cheapest form of advertising that there is, and we have tried all. One has the satisfaction of proving that it brings in direct results aside from the indirect good that any legitimate boosting does.

Reach Man on Street

"We find that it is as an agency for suggestions that the window display is most useful. That is, jogging a man's mind as to a want that really exists, but that he had not recognized. For instance, a man may not have any idea of staining his floor, yet when he sees a window full of floor stains and suggestions on cards the thought is likely to pop into his head: 'That's a good idea. Believe I'll get a can and try it.'"

Lured on by Brighten Up Lust

"And then he is lost. Every dealer knows how complete the surrender of a householder is to the wiles of stains and varnishes once he has brightened up one room. There is no rest until the whole house is done. So that is the value of suggestion.

Small Lines Adapted to Windows

"It is these small specialty lines, such as the less commonly used brushes,

enamels, artists' materials and other similar lines, that need the window most. These are less well known, for instance, than a quart of ready mix and a large paint brush. The latter would be in a certain demand whether displayed or not, and the display only stimulates that demand. But the former are in many cases unknown to potential customers, and must be brought directly to their attention to sell at all.

Featuring Paperhanging Tools

"This particular window features paperhanging tools and accessories in order to hook up with the spring moving and cleaning fever and associate paint with both. Household brushes of all descriptions and feather dusters are also shown with the same purpose in view, as well as a full assortment of paint of all sizes.

Time for Artists' Materials

Artists' materials are also largely featured, as this is the time of year when this branch of trade begins to come to the front again. An increasing number of people are interested in this line.

"But first, last and always, the calls from customers are for those goods that have been displayed in the windows. Always."

Did Not Want to Pay for Paint

Dealer Refused to Pay on Ground That it Had Not Turned Out Satisfactory to Customers—One Customer Had Painted His House a Mauve Pink to be Unusual and Paint Faded—Another Customer Mixed Barn Paint With Several Other Kinds

AN interesting case has recently been tried in the courts at Calgary over paints which customers alleged were not as represented. On this ground the dealer refused to pay the account of the paint manufacturers for \$396. The case developed in the town of Strathmore, Alberta. In reporting the case the Strathmore "Standard" of May 31 said:

"A law suit in which many residents of Strathmore played a part was heard in the district Court, Calgary, before His Honor, Judge Winter, the case occupying the whole of Thursday and part of Friday of last week.

"The suit was at the instance of the Canada Paint Company, carrying on business in the chief cities of Canada, and the defendant was Charles W. Chase of Strathmore. The claim of the Company was for \$396 being prices of paint supplied at various times to Mr. Chase.

Defence Unsatisfactory Paints

"The defence set up was that the paint had not turned out satisfactory to Mr. Chase's customers. The seat of the trouble seemed to be in paint purchased

from the Company by Mr. Chase, sold to R. W. Jenkins, of Strathmore and applied to the outside woodwork of his residence. The paint selected was of an unusual shade for that class of work—a mauve pink, but as Mr. Jenkins stated in evidence he desired to have his house painted an unique color, and the judge remarked that he certainly had carried out that unique idea. Expert evidence was called to show that such a shade was unsuited for outside use, as it did not stand the rays of the sun in "Sunny Alberta" or even in places less sunny and that no practical man would sell or advise such a color for an outside job. Mr. Luck of Strathmore cited by the plaintiff to appear on subpoena, stated in evidence that although he did not sell the paints of the Canada Paint Company, he often had occasion to use them and he had no fault to find with them. He also stated that although the paint on Jenkin's house had faded, it nevertheless, afforded the same protection to the wood as if it had been less "rosy" in appearance and more on conventional lines.

"Complaint was also made that cer-

tain barn paint was not satisfactory, and evidence with a view to establish this was given by Mr. S. E. Hall and Arthur Haines, but it appeared that these parties had not used the article thus supplied but had mixed it with other ingredients, making it hard to tell what sort of a mixture they had evolved. In any event the Company declined to "father" their "mixture".

"Evidence for defence was given by Mr. Chase, Mr. Jenkins, Mr. Bishop, who put on the paint for Mr. Jenkins, and Mr. Hall and Mr. Hains, who had purchased barn paint, also Oscar Miller, and C. C. North.

For the plaintiff evidence was given by a representative of the Company from Winnipeg and their representative in Calgary, along with two experts.

"After hearing the evidence His Honor, Judge Winter, gave judgment for the plaintiff with costs, but deferred signing same until evidence had been submitted to him that the plaintiff company was duly registered under the laws of the Dominion.

"The case seemed to afford considerable amusement to the Judge who was tickled at the strong desire of Mr. Jenkins to get into a class by himself when he hit upon the bright idea of painting his home in mauve pink and emphasized the fact that he thought green trimmings were the right thing to go with it."



WEEKLY PAINT MARKETS

(Continued from page 46.)

situation is easier, and prices will probably be stationary for the time being. Gasoline is quoted at 32c, and benzine at 31½c per gallon.

Glass.—Plate glass is firm at the advance announced last week, and higher prices on sheet glass are looked for in the near future. This, however, depends on what action the manufacturers may take. It is anticipated that they will raise their prices shortly, in which case jobbers would have to follow suit.

Putty.—The situation is unchanged, and the following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40

Pure putty, 70c per 100 lbs. advance.



INCORPORATIONS

Montreal, Que. — The L. P. Barber Hardware & Plumbing Company has been registered at Montreal.

Sutherland, Sask. — Fleming Bros., hardware merchants at Sutherland, Sask., are removing their stock to Al-sask.

Steel need not rust!

Technical men know this, of course—but judging by the size of the junk heaps each year in this country alone, the fact is thrust upon us that **Steel Does Rust.**

But it need not. Not since the invention of

TOCKOLITH THE PATENTED CEMENT PAINT

Since 1848 the great scientific laboratories of Toch Brothers, with all the skill, craftsmanship and resourcefulness at their command, have been arrayed against rust, the enemy of steel, iron and other metal. And they have conquered it absolutely.

Their great preservatives, Tockolith and R. I. W., have been used 'round the world, and are specified continually by leading architects and engineers.

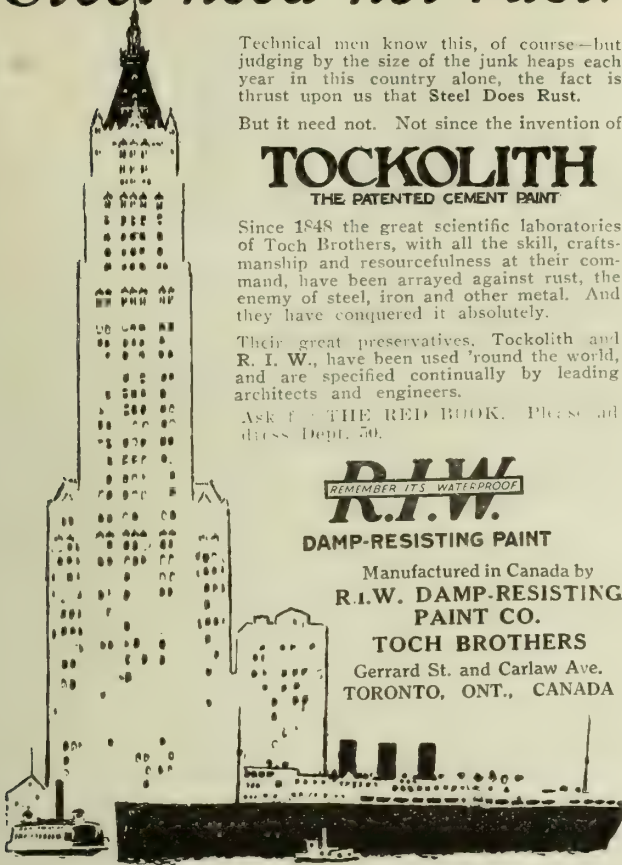
Ask for THE RED BOOK. Please address Dept. 50.

R.I.W.
REMEMBER ITS WATERPROOF

DAMP-RESISTING PAINT

Manufactured in Canada by
**R.I.W. DAMP-RESISTING
PAINT CO.**

TOCH BROTHERS
Gerrard St. and Carlaw Ave.
TORONTO, ONT., CANADA



THE right choice for a leader will bring the bulk of the local demand for varnish to your store.

Berry Brothers' label is regarded by the buyer as equivalent to a varnish insurance policy. All varnishes and enamels sold under this label are true to description and the best that can be produced for the uses intended.

Among all classes of varnish users the name of Berry Brothers on a can is accepted without question as a quality voucher.

In selling Berry Brothers' products you not only make permanent customers for them, but every user of these goods becomes their advocate, which increases the demand.

Make your varnish business grow by pushing our line, it will pay you to make a leader of it.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

ESTABLISHED 1858

Walkerville, Ontario

THE EASIEST WASHER TO OPERATE

"London" No. 1 Washer

The Latest and
Most Improved
Hand Machine

The construction of the working parts is SCIENTIFIC and MARVELOUSLY SIMPLE.

The power is applied in the easiest manner possible, and a single stroke will operate the lever and from **THREE TIMES** without any further exertion.

The compound gearing ensures great speed and the rapid motion of the fly wheel produces an evenness and smoothness of running which is pleasant to operate and thorough in its work. All the parts are accurately made, fit perfectly and run with a minimum of sound.

Cleans the dirtiest and greasiest of clothes in three or four minutes.

Exceedingly easy on the finest of fabrics

The selling of one "London" No. 1 Washer in your vicinity means the selling of many more because the user recommends it strongly.

Write for full particulars.



The London Foundry Co., Ltd.
CHATHAM, ONTARIO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 8.—There has recently been a noticeable falling off in new demand in the paint trade. This is more or less a seasonable development, but appears to have been accentuated by two factors. On the one hand, the 15th of May saw the winding up of many contracts which were based on the lower price levels and a decline in volume spring deliveries followed, while on the other, the wet, unseasonable weather has undoubtedly seriously interfered with consumption. There has been nothing since last report to indicate that manufacturers of mixed paint lines will change their attitude towards prices for next season's campaign, the policy being to continue with the present basis of quotations; as regards varnishes, the matter of increasing charges is still under consideration, and there appears to be more than a chance that with new competition in the field a general agreement may not be arrived at.

The oil and turpentine markets continue easy, but the downward movement appears to have been checked, and there is a much more even tone to the situation, as indicated by a narrowing of the spread between the quotations of different jobbers. Dry white lead is somewhat easier, but there is no indication that lead in oil will be affected unless the market continues downward; another advance has been made on plate glass.

Oil Market Steadier.—There is no material change in the linseed oil situation this week, but there is a marked tendency to bring quotations within a narrow range at the lower levels. As compared with a high of 84c and 87c and a low of 79c and 82c for raw and boiled respectively, a week ago, the low is now 78c and 81c and the high 80c and 83c, the range having been reduced from 5c to 2c. Present quotations are:

	Raw.	Boiled.
1 to 2 barrels	78c-80c	81c-83c
3 to 5 barrels	77c-79c	80c-82c
6 to 9 barrels	76c-78c	79c-81c

Lead Somewhat Easier.—With the market for pig lead marked down about half a cent, there is an easier tendency in the situation as regards lead in oil. However, reports in the trade indicate that the reduction is not yet sufficient to affect the market, the level not having been taken as high, as warranted by the cost of raw materials. At the same time, it is recognized that the quotations are abnormally high, and that if the declines in lead and oil continue there will be a readjustment to lower levels. The figures are \$13.80 for ton lots, with 30c added for smaller quantities.

Turpentine Steadier.—The market for turpentine shows a much steadier tendency, with a narrowing of the range of quotations towards the lower level. The general quotation now appears to be 65c on the single barrel basis, with some figures at 66c. Some jobbers report that the prices are lower than warranted by the market, and that the reductions are partially due to keen competition. The figures are as follows:

1 barrel	65c-66c
2 to 4 barrels	64c-65c

Dry White Lead.—With the decline in the pig lead market there has been a fractional decline in the quotations for dry white, price generally being marked down about a quarter of a cent.

Gasoline Steady.—There is no material change in the gasoline situation this week, and the market is steady on the slight decline of a couple of weeks ago. The outlook for the future is still that the top of the upward movement has been reached, and that, while a reaction to normal prices may be deferred until the end of the war, the tendency will be to lower rather than to higher levels unless there are unforeseen developments. Quotations in this market are:

Gasoline in barrels	33c
Gasoline in drums	30c
Gasoline tank wagon	29½c
Benzine one half cent lower.	

Plate Glass Higher.—The upward tendency in the market for plate glass, to which reference has several times been made, finds expression in a reduction of the discounts allowed to the hardware trade. The city allowance is now 25 and 5 per cent. to the retailers, as compared with 35 per cent. formerly, and the outside discount, which also applies to Ottawa and Quebec, is now 20 and 5 per cent., as against the previous discount of 35 per cent.

Lubricating Oils Advance.—Further advances on lubricating oils are reported as a rather belated effect of the upward movement of prices of petroleum products in general. The present increase is reported to be about 2c a gallon on both bulk and "brand" products.

Whiting Prices Nominal.—In the local trade whiting prices are practically on a nominal basis at the present time owing to the limited stocks and the present high cost of importation. Some of the jobbers are only taking orders on a single-barrel basis, and then at prices substantially above those prevailing some months ago. With such conditions in the whiting market the quotations for putty are very firm on the last advance.

TORONTO

TORONTO, June 8.—The general situation in the paint trade is much the same as last week. More settled weather is needed before retailers stocks can move out in good volume, and business in the meantime is rather slow. There has recently been a better demand for paints from manufacturers. Prices generally are holding firm, with the exception of linseed oil, which has again declined. The oil market is very unsettled, and demand very light for the time of the year. Turpentine is also lower, although the market is not particularly weak. It is generally believed that there will be no change in prices of ready-mixed paints for the fall season. White lead and zinc are both high, but linseed oil and turpentine are considerably lower than they were at the time when the present paint schedule went into effect. The whiting situation does not improve, and a further advance may be made.

Linseed Oil Still Lower.—The oil market continues in a very unsettled condition, and the demand is very light for the time of the year. The seed market is quiet, at lower prices, which is partially reflected in the further decline of oil. The new prices generally being quoted are 81c and 84c, but 76c and 79c has also been heard, which gives a spread of 5c. The following range of prices cover the situation:

	Raw.	Boiled.
1 to 2 barrels	76c-81c	79c-84c
3 to 5 barrels	75c-80c	78c-83c
6 to 9 barrels	73c-78c	76c-80c

Turpentine Lower.—Turpentine has declined locally, but is firmer and advancing in the South, which may indicate a reaction in this market. The demand for turpentine continues light, but stocks are a little heavier than last week. Resin is advancing, especially on the cheaper grades, "G" quality having advanced 50c per barrel in two weeks. Turpentine has declined 3c, and is now being quoted in Toronto as follows:—Barrel lots, 66c; 2 to 4-barrel lots, 65c, and 5-gallon lots, 73c per Imperial gallon.

White Lead.—The white lead situation is unchanged, and the market steady. Although the pig lead market is easier, the decline has not been sufficiently important to affect white lead. White lead is quoted at \$13.95 per 100 lbs. in ton lots.

Whiting.—Prices on whiting are very firm, and the high cost of importing this material may possibly cause a further advance.

Gasoline.—Although the demand for gasoline is continually increasing, the (Continued on page 44.)

Integrity

IS ingrained and inherent in B-H "ENGLISH" PAINT.

IT IS devoted to improved service.

IT frankly states its make-up in a guaranteed formula—70 units of Brandram's B.B. Genuine White Lead and 30 units of Pure White Zinc in the base of all tints and White.

IT can be depended upon to perform its promises anywhere and everywhere by whatever color or number it is marked and whatever size container it is in—a pint or gallon, it is always just as good.

IT is sent out from the factory to anywhere with the understanding that it will do the work of protecting, preserving, beautifying, and enduring, as long as any paint can ever do all these vitally important things.

IT thus represents, in a particular way, the plan and purpose behind it, and fills the aim of a lifetime of paint-making, to produce a paint that will be recognized as thoroughly dependable in every function in which it is called upon to serve the public.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 99% pure, lb. 68
Pattern, lb. 91
Sheets, \$1 to \$1.25 base.

AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26 1/2% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15 1/2% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26 1/2% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20-5%; Arrow, 25-10%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2 1/2%; 22 short, black, 35-2 1/2%; 22 short smokeless, 40-10%; 22 long, black, 35-2 1/2%; 22 long smokeless, 35-2 1/2%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37 1/2%; 22 long, black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Shot, 25%; Military and Rifle Ball, adv., 10%; Military and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Cannon Smokeless, 12 1/2%; Empty Shells, 27 1/2%; 90 days net.

Shot standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extra, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, \$0.00; No. 28 ball, \$1.20 per 100 lbs.; large loss than 25 lbs.; 1/2¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$2.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%, Irwin's Auger, 40%.
Gibson's Auger, 60 and 5%, Gibson's Special
Rockford's Auger 50 and 10%, Gibson's cut, 47 1/2%
Clark's expansive, 40%.

AUGERS, POST

B.T.-8 in. 2 50
B.T.-10 in. 2 75
B.T.-12 in. 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boy's" Axes 5 75

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60¢ lb.

Thomas Robertson & Co., Ltd., No. 1, 32¢; No. 2, 23¢; No. 3, 19¢.

Tallman Brass & Metal Co. — Arctic Metal XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3.

Prices 11¢ to 60¢ pound.

Hoyt Metal Co. — Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11¢ to 60¢.

Langwells Extra, 16¢; No. 1, 15¢; No. 2, 14¢; No. 3, 12 1/2¢.

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Langwells Extra, 16¢; No. 1, 15¢; No. 2, 14¢; No. 3, 12 1/2¢.

Tubing, seamless base 0 55
Tubing, iron pipe size, 1 in. base 0 50
Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded \$8 00
30-gal. Standard, riveted 8 25
30-gal. extra heavy 11 50

BOARDS, BAKE

No. 1 18 in. x 24 in. 6 60
No. 2—18 in. x 28 in. 7 20
No. 3—20 in. x 30 in. 7 80

BOARDS (Ironing)

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.

Paper lined, 60%.

Boards (Wash) Tin Plate Zinc

Per doz. \$1 75

Pony 3 55

Crown 3 55

Dandy 3 75

Improved Globe 2 65

Standard Globe 2 75

Neptune 2 75

Original Globe 3 00

Newmarket King 4 25

Victor (Glass) 4 25

Jubilee 4 25

Diamond King (Glass) 4 50

Western King

(Enamel) 4 25

Beaver, brass 6 00

Wood, double faced. 1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 16 13

Weighted, 20 lbs., per doz. 18 50

Weighted, 25 lbs., per doz. 22 32

BUTTS

No. 804 and 840, 57 1/2%; No. 800

and 838, 40 and 10%; No. 802,

55%; No. 808, 50%; No. 810 and

814, 45%.

CANS

Milk factory cans, 15%.

Cream cans, 20%.

Railway cans, 20, 5%.

Food delivery and creamery

cans, 20%.

Cream cans, 35%; with dome top,

15¢ extra. Retinned, 70 and

10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots 1 85

Portland, per bbl., carload

lots, f.o.b. Toronto, 1 50 1 50

White Brs., English, 2 00 2 05

"Lafarge" cement, in wood 3 40

Fire brick, Scotch,

per 1,000 23 00 28 00

Fire brick, English, 17 00 21 00

Fire brick, Min., low 23 00 25 00

Fire clay, 2 1/2-lb. tins, doz. 1 25

CEMENT (FURNACE)

1 1/2 lb. tins, per doz. 1 00

6 lb. tins, per doz., lb. 0 05

25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.), 0 29

Cement (in 5 and 10 gals.), 0 23

Cement (in 2 gals.), 0 30

Cement (in 1 gal.), 0 35

CHALK

Carpenter, per gross, 0 65 0 80

Carpenter's lead pen-

cils, per gross 2 40 6 75

Crayons, per gross 0 20

Carpenter, white, gr., 0 65

Carpenter, blue, gr., 0 80

Carpenter, red, gr., 0 80

CHISELS

Cold chisels, 5x6 in., doz., 2 20

Bevel edge, 1 inch, doz., 2 50

Common cold, 1/2, \$1.25; 3/4, \$1.65; 1, \$2.50; 1 1/2, \$2.75; 2, \$3.50.
Socket Chisels, 75% off list; if B edge, add 90¢ doz.

CHAIN

Quotations nominal.
Proof coil, per 100 lbs., 1/4, \$9.45; 5-16, \$9.10; 3/8, \$8.35; 7-16, \$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8, \$6.80; 3/4, \$6.70; 7/8, \$6.55; 1, \$6.40.
Electric Weld Coil Chain—B-I
2-16 in., \$11.45; 1/4 in., \$8.15; 5-16 in., \$6.65; 3/8 in., \$5.60; 7-16 in., \$5.60; 1/2 in., \$5.60 per 100 lbs.
Electric Weld Loading Chain,
1/4 in., \$13.50 per 100 lbs.

CHURNS

List No. 6, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37 1/2%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

COPPER

Montreal Toronto

Casting ingot, see weekly report

Bars, 1/2 to 2 in., 47 50 46 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned,

14x60, 14 oz. 55 00 54 00

Copper sheet, plan-

ished, 14x60 base, 58 00 57 00

Braziers' in sheets,

6x4 base 47 50 46 50

COPPERINE

No. 2, 25¢; No. 1, 30¢; finest,

35¢; tough, 45¢.

CORD (SASH)

No. 6, lb. 0 35

No. 7, lb. 0 34

No. 8, No. 9, No. 10, No. 12 0 33 1/2

COAL TAR

Crude coal tar, per bbl., \$4 50

Refined coal tar, per bbl., 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., \$4;

Ideal, egg boxes, with filler, 12

doz. size, per doz., \$4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 50

All bright, 52 sheets 6 30

Galvanized

18x24x52 .. 6 25 6 25 6 50

60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00

20x28x94 .. 13 50 13 50 14 00

MADE IN CANADA


3 SPECIALS GUARANTEED
TO GIVE EXCELLENT SERVICE

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

RAMSAY'S PAINT

The Test of Time

Canada's climatic conditions demand a paint that will last. We've been making it for nearly three-quarters of a century.

Sell your customers a paint with a name behind it. A name that stands for everlasting paint—Ramsay's.

A. Ramsay & Son Co.

MONTREAL

Established 1842

Toronto

Vancouver



**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base	7 00	7 00
1 X, 14 x 20 base	8 25	8 25
1 X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.		
Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.65	5
McClellan Globe	.65	10
Black Diamond	.55	
Delta Files	.60	10
Nicholson	.55	
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop corks, 52½%.

FIXTURES, STALL.

	Doz.
Hollow and pressed steel	0 75
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE.

	Montreal.
Barrels	0 33
Drums	0 30
Tank wagon	0 29½

	Toronto.
Any quantity, in bbls.	32
Drums, 40-gal., per gal.	29
Tank wagon	28½

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 45
Smaller sizes extra.	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1½ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1½ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1½ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1½ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ½-in., \$16.80;	
¾-in., \$21.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD)

	Net
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.	
Zenith	9 00
Atlas, steel covered	\$5 25
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00

New Milo, flexible....

Steel King Hangers,	6 00
doz. sets	6 40

Storm King and safety hangers	5 75
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	\$3 25
Steel track, 1½ in.	4 75

HATCHETS.

	Samson	Samson
Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

	Net Prices.	
Heavy	Strap	Tee
4-inch	\$1 48	\$1 24
5-inch	1 79	1 55
6-inch	1 94	1 75
8-inch	2 64	1 98
10-inch	4 65	3 57
12-inch	5 78	5 63
14-inch	6 59	5 74

Net price figured at 22½%.

	Light.	
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	2 34	

Heavy tee and strap discount, 22½%.

Light tee and strap discount, 50 and 5 per cent.

Screw hook and strap hinge—	
Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60

Extra hooks for above, ½ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$9.75; No. 50, \$24; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	English	Canadian	Fox
No. 2, per doz.	2 00	3 60	
No. 3, per doz.	2 10	4 10	
No. 4, per doz.	2 20	4 60	
No. 5, per doz.	2 40		

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75 Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½
Less 5 per cent. for full reels,	
500 ft.	
Cable, 70%.	
Leader, 60, 10%.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles	base 3 50	3 50
Common bar, per		
100 lbs.	3 00	3 00
Refined iron, per		
100 lbs.	3 05	3 25
Horseshoe iron, per		
100 lbs.	3 45	3 00
Norway iron	7 25	5 50
Mild steel	3 30	3 25
Band steel	3 30	3 50
Sleigh shoe steel	2 30	3 00
Domestic	3 30	3 00

Reeled machinery

steel 4 50 4 50

Tire steel 3 50 3 25

Toe calk steel 4 20 4 25

Mining tool steel,

per lb. 0 11½ 0 10

Cammell Laird, lb. 0 18

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool

steel, per lb. 0 12 0 11

Silver tool steel, lb. 0 17½ 0 18

Spring steel 4 35 4 50

COLD ROLLED SHAFING.

7-16 to 9-16 in. 0 06

¾ to 1-16 0 05¾

¾ to 1-7-16 0 05¼

2 to 3 0 05

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots 14 25

72x30, 26 gauge, case lots 14 75

Less than case, 25c per 100 lbs.

extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,

per set 0 85

Mrs. Potts, No. 50, nickel-

plated, per set 0 90

Mrs. Potts, handles, japan-

ned, per gross 8 40

Sad irons, common, plain 5 00

Sad irons, common, plated 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad Irons, each 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

No. 70, Dover, per doz. 21 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock 13c ft.

Ontario 17c ft.

Faultless 21c ft.

Mechanic 26c ft.

Hercules 24c ft.

Perfect 23c ft.

Faultless, extra heavy 26c ft.

Hercules, extra heavy 29c ft.

Mechanic, extra heavy 31c ft.

Chair ladders, each \$2 00

B.T. Standard 17c ft.

B.T. Economy 13c ft.

B.T. Iron Bound, 4-9 ft. 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 50c ft.

Crescent 16c ft.

Household 12c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

Common and Roped Extension.

Up to 32 ft. 16c ft.

Up to 26 ft. 18c ft.

40 to 44 ft. 19c ft.

48 to 52 ft. 24c ft.

56 to 60 ft. 29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. 12c ft.

18 ft. to 22 ft. 13c ft.

LANTERNS

Per doz

No. 0 Tubular Hot Blast Comet.

plain, per doz., \$5; all brass, per

doz., \$10.25; all brass, nickel-

plated, per doz., \$15.25.

Banner Buggy \$10 40

Banner Junior 5 00

Climax 5 00

Trullite 7 25

Beacon 7 25

No. 2 or 4, plain cold blast

Short globe, pattern 7 25

Cold blast, japanned 7 75

Brass, well japanned 9 65

All brass 24 25

Little Bobs A.C., doz. 2 00

Copper, well jap'd. 11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00
Less 5c a doz. in 6 doz. lots.	

LATHS (METAL)

	Per sq. yd.
26-gauge, pat'd metal lath	0 13
24-gauge, pat'd metal lath	0 15
23-gauge, pat'd metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD.

	Montreal	Toronto
Trail, 100 lbs., see weekly report.		
Lead Wool, 15c lb.		
Sheets, 3 lbs. sq. ft.	12 50	13 00
Sheets, 3½ lbs. sq. ft.	12 25	12 50
Sheets, 4 to 6 lbs.		
sq. ft.	12 00	12 25
Cut sheets, ¼c per lb. extra.		
Cut sheets to size, 1c per lb extra.		



Business Increases when your customers know that you are representing the Largest Paint and Varnish Manufacturers in the British Empire, and the firm who have had over fifty years' experience.

ARE YOU THE AGENT FOR

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails.
Toronto, \$3.70 base; Montreal,
\$3.75 base; London, \$3.70 base;
Collingwood and Owen Sound,
\$3.75 base.
Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process
Size Length Prices per
25-lb. box
No. 3, 1 3/8-inch \$4 10
No. 4, 1 1/2-inch 3 80
No. 5, 1 1/2-16 3 25
No. 6, 2 1/4 3 00
No. 7, 2 5/8 2 85
No. 8, 2 1/2 2 75
No. 9, 2 11/16 2 65
No. 10, 2 3/4 2 55
No. 11, 3 1-16 2 45
No. 12, 3 3/8 2 48
London, Hamilton, Montreal,
Toronto.
Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in.
and 2 in. mesh only. Other prices
withdrawn.
Montreal, 20%; Toronto and
London, 25%.

POULTRY FENCING

Per rod
Invincible, 1640 0 60
Invincible, 1848 0 66
Invincible, 2060 0 73
Put up in 10, 20 and 30-rod rolls
OAKUM Per 100 lbs.
Best (American) 17 25
U.S. Navy (American) 16 50
New hemp (English) 12 50
U.S. Navy (English) 12 00
Plumbers (spun) 8 00

OIL

Montreal Toronto
Can. prime white
petrol 0 14 0 13 1/2
Royalite 0 14 0 13 1/2
Palatine 0 17 1/2 0 17
Castor Oil, per lb. 0 45 0 25
Black Oil (Summer) 0 14 1/2 0 12 1/2
Black Oil (Winter) 0 12 1/2 0 13 1/2
Cylinder Green 0 35 0 35
Paraffine 0 24 0 22
XXX Machine 0 25 1/2 0 21

OLD MATERIALS

Tea lead, pack, 5 3/4 lb.
Tea lead, chest, 5 3/4 lb.
Lead (heavy), pipe, etc., \$6.
Brass, heavy, 15 1/4 lb.
Brass, light, 12 lb.
Zinc, heavy, 12 1/2 lb.
Copper, heavy, 20 3/4 lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 1 1/2 lb.
Compos. turnings, No. 1, 13 1/4 lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

Per lb.
Fine jute 0 11 1/2
Coarse jute 0 09 1/2
Square braided hemp 0 25
No. 1 Italian 0 30
No. 2 Italian 0 23

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll 0 55
Per 400 ft. roll
Tarred Fibre, No. 1 0 80
Tarred Fibre, No. 2 0 51
Tarred Fibre, Good Luck
Brand 0 71
Dry Fibre, Good Luck
Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 43
Sheathing, Shield Brand,
tarred 0 51
Sheathing (Surprise) 0 43
Dry fibre, No. 1 0 68
Dry fibre, No. 2 0 43
Sulphate, Black Cat, tarred 0 80
Sulphate, Black Cat, dry 0 60
Per 100 lbs.
Heavy dry straw 2 05
Heavy tarred straw 2 05

Spruce sheathing 3 00
Carpet felt, 16 oz. 4 00
Carpet felt, 20 oz. 4 00
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft. 2 00
Oiled waterproof building
paper, 600 sq. ft. roll ... 1 00

ROOFING PAPER

Cyclone, dry 0 68
Cyclone, tarred 0 80
Surprise sheeting 0 43
Heavy, dry 2 15
Heavy, tarred 2 15

PAPER, EMERY

Emery paper and emery cloth,
25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, \$5 and 10% dis-
count.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.
Buttweld Per 100 feet
Black Galv.
1/8 in. \$ 3 00 \$ 4 50
1/4 and 3/8 in. 3 06 5 43
1/2 in. 3 91 6 08
3/4 in. 4 72 7 63
1 in. 6 97 11 31
1 1/4 in. 9 43 15 30
1 1/2 in. 11 28 18 29
2 in. 15 17 24 61
2 1/2 in. 23 99 38 90
3 in. 31 37 50 87
3 1/2 in. 37 72 61 18
4 in. 44 69 72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 25 lbs. per ft.	141 12	217 41
9 in.	169 05	260 48
10 in. x 22 lbs. per ft.	156 80	241 60
10 in. x 40 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10 ft. lengths	8 00
3 inch, in 10 ft. lengths	9 70
4 inch, in 10 ft. lengths	12 80
5 inch, in 10 ft. lengths	17 50
6 inch, in 10 ft. lengths	21 30

Discount 45 and 2%.

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER

Paris, per bbl., London 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

Montreal Toronto
Plates, 1/4 to 1/2 inch,
per 100 lbs. 4 00 4 00
Heads, per 100 lbs. 4 25 4 25
Tank plates, 3-16 in. 4 75 4 75

PLUGS (METAL)

Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000 23 00

POLISH

O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, 1/2-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T. Pump, No. 1, net \$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.

Iron burrs, 37 1/2%.

Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.

Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

Per roll
Tarred felt, per 100 lbs. 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 75
Samson, 1-ply, roll 1 60
Samson, 2-ply, roll 2 15
Samson, 3-ply, roll 2 65
Comet, 1-ply 1 00
Pluvius, 1-ply 1 25
Pluvius, 2-ply 1 65
Asphalt roofing, 1 ply 1 35
Asphalt roofing, 2 ply 1 65
Asphalt roofing, 3 ply 1 95
Compo Certainteed, 1 ply 1 40
Compo Certainteed, 2 ply 1 75
Compo Certainteed, 3 ply 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 15
Excello, 3-ply 2 65
Jewel, 1-ply 1 25
Jewel, 2-ply 1 65
Jewel, 3-ply 2 00
Liquid roofing cement, per
gal., in barrels 0 22
Roofing caps, per lb. 0 05
Roofing nails, per lb. 0 06 1/2
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Mont-
real.

ROPE

lb.
Pure Manila basis 22 1/2
British Manila basis 18
African hemp basis
Sisal basis 13 1/2
Single lath yarn basis 13 1/2
Double lath yarn 14
Yacht marine 41
White polished halyards 23
Hemp, deep sea line basis 31
Hemp, tarred ratline basis 27
Hemp, tarred belt rope basis 29
Marline and Houseline 20
Jute rope basis 15
Italian rope basis 31
Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in. 0 27
1/4 in. and larger 0 26

Sisal Clothes Line

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES

Imperial Standard 25 p.c.
Champion 40 p.c.
Steel weigh beams 20 p.c.
Gurney Standard 25 p.c.
Fairbanks Standard Scales 25 p.c.
Crown Even Balance 40 p.c.
Richellen Union Scale 40 p.c.
Dominion Plates Scales 40 p.c.
Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

Doz
Medium \$2 15
Heavy 3 60

SCRAPERS (Road, Drag)

No. 1, 2 runners, \$9.20, \$9.
No. 1, 2, 3 runners, \$8.50, \$8.25,
\$7.50.

SCREWS (MACHINE)

Flat head, iron, 2 1/2%: flat and
round head, brass, net; Killis-
ter head, iron, 10%: Fillister
and oval head, brass, net.

SCREWS

Discounts off Standard List
Wood, F. H., bright 80
Wood, R. H., bright 75
Wood, O. H., bright 75
Wood, F. H., brass 47 1/2
Wood, R. H., brass 45
Wood, O. H., brass 45
Wood, F. H., bronze 40
Wood, R. H., bronze 37 1/2
Drive screws 65 10 10
Set case hardened 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. \$5 00
Bench iron, per doz. 4 75
Cap screws, 55%; Set screws,
60%.

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 65	4 35
16 gauge	4 60	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

Re Gauges of Sheets.

On account of it being prac-
tically impossible to secure gal-
vanized sheets from England,
owing to the war, American mills
have decided that they will no
longer roll the English gauges to
meet this competition. However,
they will continue to roll at 10 3/4
oz., which will be known as such
or a 30 gauge, and will take the
place of the former English 28
gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$3.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2
per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	6 50	6 50	6 50
16-20	6 90	6 65	6 90
18-20	7 00	6 80	7 00
22	7 00	6 80	7 00
22-24	7 00	6 80	7 00
24	7 25	6 95	7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50

"Premier" galvanized sheets —
10 3/4 oz., \$7.05; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 2.
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and To-
ronto.

Colborne Crown — 16-20 gauge,
\$6.65; 22-24 gauge, \$6.80; 26
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto

14 gauge	5 80	5 55
16 gauge	5 80	5 55
18-20 gauge	5 90	5 50
22-24 gauge	6 00	6 10
26 gauge	6 25	6 25
28 gauge	6 65	6 50
10 3/4 oz.	6 95	6 75

Add 25c for less than case lots

A Straight Talk from the Manager

No. 42

NOT long ago a bright hardware salesman called on a big consumer of wool waste and quoted him 20 cents per pound on 1,000 pounds.

"But," said the buyer, "the last time I bought wool waste from you the price was only 15 cents a pound. I am not going to pay 20 cents."

Then the salesman produced a copy of Hardware and Metal and showed the buyer in the Market Report that wool waste had advanced 5c per pound.

This evidence clinched the order at 20 cents, and the salesman, by the judicious use of Hardware and Metal, had made \$50 extra profit for his firm. Without Hardware and Metal he would have lost the sale, or lost a great deal of time in making explanations.

There are countless other ways in which a young salesman can make profitable use of Hardware and Metal. The advertising pages will be specially valuable to him, because they will coach him on the selling points of hundreds of articles in his employer's stock. And the more he knows about hardware, the more hardware he will sell.

J. G. L.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd 4th
Shovels, 1st. 40 and 12 1/2; 2nd, 40 and 5 1/2; 4th, 30%
Socket scoops, 1st. 40%; 4th, 35%
Rivet scoops, 37 1/2%
Drain tools, 40, 12 1/2%
Hollow backs and sand, 1st. 40, 12 1/2%; and 4th, 30%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES

Per square
Standard galvanized \$5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7 1/2%.

SINKS.

Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

SNAPS

Harness, 25 per cent.

SOLDER

See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR

Guaranteed 0 21
Strictly 0 29
Commercial 0 26 1/2

SOLDER, WIPING

Star extra 0 28 1/2
Easy 0 26 1/2
Acme 0 25 1/2

SPELTER. See weekly report.**SPOUTS**

Warner Malleable Winged
Shank, per 1,000 \$18 00

STAPLES

Per cwt.
Montreal, Toronto and London

Fence staples, galv., in kegs 4 95

Fence staples, galv., 25 lb. boxes 5 20

Fence staples, bright, in kegs 4 15

Fence staples, bright, in 25-lb. boxes 4 35

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 50c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET

Bissell's Univ. Japd., cyco bearing... 24 00

Univ. N.P., cyco bearing... 27 00

Grand Rapid, Japd., ball-bearing 26 00

Grand Rapid, N.P., ball-bearing 29 00

Princess, N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bearing 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each \$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Seats with awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk; cheese box tacks, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, bulk; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blue, in dozs. only; cut tacks, 1/4 cut tacks, blue and tinned, in weights; Swedes: Swedes upholsterers' bulk; Swedes brush, blue and tinned, bulk; Swedes gimp, blue, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount, 75 and 10%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blue; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).

Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 75

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50 ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv., wall ties, per 1,000. \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

Tin See weekly report.

TINNERS' TRIMMINGS

Discount, 27 1/2%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40, 5 and 5%.

Samson and Sovereign, 40 and 5%.

TROUGH (EAVE)

C. G. Square head and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount 45 and 2%.

TRACK

B.T. Double Angle...12 & 10c ft.

B.T. Double T.11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$1.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)

Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10 1/2

500 ft., per lb. 0 9 3/4

5-ton lots, 1/4c per lb. allowance.

10-ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

TWINE (COTTON)

5-lb. Montreal Toronto

5-ply and up 0 27

4-ply 0 26 1/2

3-ply 0 25 1/2

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2 1/4 in. 16 00

100 ft., 2 1/2 in. 18 00

100 ft., 3 in. 21 00

100 ft., 3 1/2 in. 25 00

100 ft., 4 in. 31 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per nest

Nests of 3-0, 1 and 2 \$2 38

Nests of 3-1, 2 and 3 2 05

Nests of 4-0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57 1/2%; patent quick

opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

WARE, JAPANNED

Colored, 22 1/2%; Coal hods, 17 1/2%

WARE, ENAMELED

White ware, 66 2-3%.

Colonial, 50, 12 1/2%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

WARE, GALVANIZED.

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

WARE, TIN, PIECED

Discount, 17 1/2%.

6, 10 and 14-qt. flaring pails,

17 1/2%.

Copper bottom tea kettles and

boilers, list.

WARE, STAMPED. Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

WASHERS, IRON.

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, 1/2 lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS, Horse, 3 1/4c lb.**WHEELBARROWS.**

Navy. steel wheel, doz. 31 25

Gardner, steel wheel, doz. 43 20

Light garden, per doz. 33 75

Heavy garden, L-side 29 99

Heavy farm, solid side 43 20

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

doz. 9 75

Tubular steel neckyokes, 26

inches, per doz. 12 00

Tubular steel doubletrees, 40

inches, per doz. 12 50

Tubular steel lumberman's, 44

inches, per doz. 13 00

WIRE, Copper wire, 10%.

Brass wire, 3 to 24 gauge, add

33 1-3%; 25 to 36 gauge, add

20%.

WIRE, CUT HAY BALING.

No. 9, \$3.75; No. 10, \$3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13 1/2, \$4.10; No. 14, \$4.25; No. 15,

\$4.50. Plus 7 1/2%.

F.o.b. Toronto, Hamilton and

Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70

6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, \$5.15; No. 19, \$5.40.

F.o.b. Toronto, Hamilton, Mont-

real, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19,

\$3.75.

No. 17, 7



The Finest Procurable Munro's Dry Colors

The Allan Munro Color Co., Limited, Montreal



And it's the
teeth of

SIMONDS HAND SAWS

that hold their cutting edge and please the Carpenter, who does not have to be continually filing his saws. That means a satisfied customer for the Dealer, and a satisfied customer is a profitable customer. He comes to your store again, not only to buy Simonds Saws, but other articles of Hardware.

If you do not have the 1916 Catalog of Simonds Hand Saws and Cross-Cut Saws with Dealers' Discounts, write at once.



Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave., MONTREAL, QUEBEC

Vancouver, B.C.

St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESWAX

Small quantities, per lb. 0 50
Larger quantities, per lb. 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. \$16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs. 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02
Drop black, pure dry. 0 25
Golden ochre, 100 lb. kegs. 0 06
White ochre, 100 lb. kegs. 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins. 0 13
pure 0 17
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure 0 22
Marine black, 25-lb. irons 0 07
Lampblack 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER

Luxberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Per bbl.
Demt-Johns, 50 lbs. 0 15½
\$1.10 for demt-John extra.

GLUE

Per lb.
French mada 0 20
English common sheet 0 20
English prima 0 25
White pigsfoot 0 23½
Perfection amber, ground, No. 1230 0 20
Cake, bone, 112-lb. bags. 0 12
Hide, 112 lb. bags. 0 35
Gelatine, 112 lb. bags. 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84		22 75		
85 to 90		24 35		
91 to 94		25 00		
95 to 100		29 00		
101 to 105		32 00		

106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price
United Inches Star Diamond
Up to 25 \$7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 85 22 35
86 to 90 24 35
91 to 95 25 00
96 to 101 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$50. Above \$50, add \$10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure" \$13 80 \$13 95		
O.P.W. Decorators' Pure 13 80 13 95		
Crown and Anchor. 13 80 13 95		
Crown Diamond Pure 13 80 13 95		
Elephant Genuine. 14 10 14 25		
Green Seal 13 80 13 95		
Moore's Pure White Lead 12 80 13 95		
O.P.W. Decorators' Pure 13 80 13 95		
O.P.W. English 14 05 14 20		
Painters' Perfect. 13 35 13 50		
Ramsay's Pure Lead 13 80 13 95		
Tiger Pure 13 80 13 95		
Less than ton lots, 30c per cwt. higher		

Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50
Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	\$35 00	\$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	
25-lb. irons	25 50	13 00
50-lb. irons		12 50
100-lb. irons	24 00	11 75
200-lb. irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "Eng-lish" white	2 65
"English" ordinary colors.	2 50
Benjamin Moore's "Egyp-tian" Brand	1 80
Canada Paint Co.'s Pure	2 65
Crown Diamond	2 35
Crown Diamond, floor	2 00
Elephant	2 35
Freecotone, white	2 50
Freecotone, colors	2 40
High Standard, White	2 65

High Standard, Colors	2 50
Jamieson's Crown and An-chor	2 00
Jamieson's Island City	2 05
Martin-Senour 100% Pure	2 50
Minerva, white	2 55
Minerva, ordinary colors	2 40
Mellotone, white	2 50
Mellotone, colors	2 40
Lowe Bros. Hard Drying Floor, gal.	2 15
Moore House Colors	2 10
O.P.W. Canada Brand, Pure	2 20
O.P.W. Canada Brand, Floor	2 10
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 30
Ramsay's Thistle	1 70
Stephens' House Paint, (Wpg.)	2 55
Stephens' Floor Paint (Wpg.)	2 25
Senour's Floor Paint	2 20
Senour's Porch Paint	2 50
Sherwin-Williams	2 50
Flat tone	2 40

PARIS GREEN	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.	38%	38%	39½
250-lb. kegs.	29	39	39%
100-lb. drums	40	40	40%
50-lb. drums	40	40	40%
25-lb. drums	40½	40½	41
1-lb. 100s	42½	42½	43
½-lb. 100s	44%	44%	45
1-lb. 100s	43½	43½	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY

	Standard	Montreal Toronto
Bulk. in casks	2 70	2 80
Bulk, 100-lb. drums	2 90	3 00
Bulk, 25-lb. drums	3 00	3 10
Bladders, in bbls.	3 30	3 40

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, plants, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING

Liquid Slating, B.B. Gal. \$3 00

STAINS

	Gal.
Oil and Spirit, Berry Bros.	\$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 98
Sun Varnish Stains	2 20

VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copalline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65

"Dreadnought" varnish

(gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior var-nish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing li-quid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excella	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flatline Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil	1 60
Jas-per-ite floor finish	2 25
Kyanize floor finish	3 50
Kyanize cabinet rubbing	2 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxberry light	2 60
Luxberry spar	4 10
Luxberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish	1 25
Pure White Shellac	2 20
Pure Orange Shellac	2 05
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04½

WASTE (POLISHING)

Cream 0 17'

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLGR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORED WIPING

Fancy	0 11½
Lion	0 10½
Standard	0 09½
Popular	0 08½
Keen	0 07½

WASTE, WOOL PACKING

Arrow	
Axle	Prices on application
Anvil	
Anchor	

WIPERS, WASHED COTTON

Select White	
Dark Colored	Prices on application
Mixed Colored	

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41

WHITING

Paris white	1 75
Plain, in bbls.	1 50
Gilders, bolted, in bbls.	1 60

Per 100 lbs.

WOOL ALCOHOL

	Per gal.
In gallons	1 25
Barrels	0 87

\$4 extra for barrels.



The Old Way

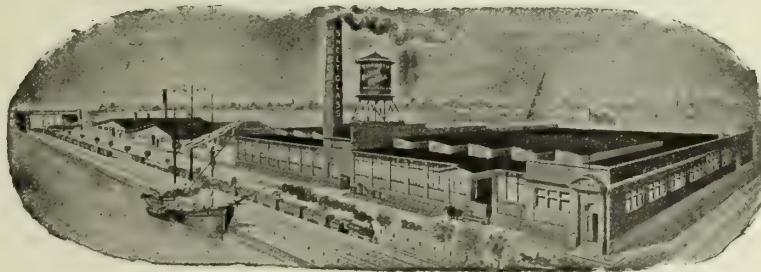
Above illustration shows the old laborious way of removing paint or varnish

“Lingerwett” Has Changed This

Watch for our advertisement next week—We'll show you the new way.

The Dougall Varnish Co., Limited, Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg \$11.00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½c per lb.; 40 lb. horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57
to 70 lbs., 11c; 71 to 83 lbs., 10c;
84 lbs. and over, 9½c.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3 lbs., \$8.25; 3½ lbs. and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
35%; 7-16 and larger, 20%; ma-
chine, ¾ and under, 35%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 60%; shaft bolts, 20%;
tire bolts, 35%; sleigh shoe bolts
to ¾, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coll. 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; 1, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.60; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVES, MALL. 8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60c per lb. Tinned, 47c; Braziers'
soft copper, 10-24ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith.
½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45; 20;
Premier, 40; Colonial, 45; 20;
white, 65; 5; diamond, 40; pearl,
45; 20%.

FINISHERS

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14¼c lb.; 125-lb.
kegs, 15¼c lb.; 10-lb. jugs, \$1.85

each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$4.95 per case.

GALVANIZED WARE. Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;
10, \$5.90; 12, \$8.35.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED Apollo and
"Fleur Premier de Lis"

10¼ oz. or 28 Eng...	7 70	7 50
28 Am. or 26 Eng...	7 50	7 25
26 Am. or 26 spec...	7 20	6 95
24	7 05	6 55
22	6 45	6 45
18 and 20	6 85	6 25
16 Am.	6 70	6 10
14 Am.	6 50	6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7¼c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
Improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain
 7 50 || No. 20, X-ray | 11 25 |
| No. 22, Dash-board | 10 00 |
| Trulite short, globe, doz... | 7 50 |

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1; boiled, per
gal., \$1.03.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.85
base; Winnipeg, \$4.25 base. Cut,
f.o.b., Winnipeg, \$4.20.

NAILS, HORSE

Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance
over list; case lots, net list.
Hexagon, small lots, 1c advance
over list; case lots, net list.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 14	\$...
1 gal., dome top....	2 81	4 25

2 gal., dome top 4 05 6 00
3 gal., dome top 5 20 8 65
5 gal., dome top 6 40 10 75

OILS

Silver Star oil, 16¼c gal.;
Royalite oil, 17c gal.; Palatine
oil, 20¼c gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 42c; Polarine oil, 60c gal.;
Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3¼c; English purple oxide, in
casks, 3¼c; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

½ inch, \$6.45; ¾, \$6.55; 1,
\$7.35; 1¼, \$8.25; 1½, \$13.72; 1¾,
\$17.73; 2, \$28.55; 2½,
\$47.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1,
\$4.87; 1¼, \$5.92; 1½, \$8.75; 1¾,
\$11.30; 2, \$12.50; 2½, \$18.18; 3,
\$30; 3½, \$39.25; 4, \$47.25; 4½,
\$56; 5, \$68.78; 6, \$80.10; 8,
\$103.95.

Above prices on pipe under
revision: advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c
lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46¼c lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; c
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUNITY

100-lb. irons
 3 25 |

25-lb. irons, per cwt.....
 3 50 |

1½-lb. tins
 0 07 |

RIVETS AND BURS

Iron rivets, 30 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14¼c base; pure Manila,
23c base; British Manila, 18¼c
base; lath yarn, 14c base; Afri-
can hemp, 17¼c base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).
33-1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quota-
tions, making discounts in all
cases 5 per cent. less. All quota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
coach, 45%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10 gauge	5 00
12 gauge	5 10
14 gauge	5 00

16 gauge 5 10
17-24 gauge 4 50
26 gauge 4 60
28 gauge 4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.60, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10¼c base; square tool
11¼c base; spring, \$4; machine,
\$4.50 base; tire, \$3.65.

STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;
14 gauge, \$5.10; 16 gauge, \$5.10;
17 to 24 gauge, \$4.50; 26 gauge,
\$4.60; 28 gauge, \$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1¼ in., \$4.25; 1½ in., \$4; 1¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	12 25
20 x 28 I.X.	14 50
Terne Plates	11 00

TURPENTINE

Per gal., barrel lots, 80c.

VISES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS

Iron, small lots, 25%+75c; full
boxes, iron, 20%+75c.

WHITE LEAD

5-ton lots, \$13.35; ton lots,
\$14.85.

WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.
William, \$3.90 Winnipeg; Glidden
Cattle, 2 pt., \$3.50 Ft. William,
\$3.75 Winnipeg; Baker 2 pt.,
\$3.45 Ft. William, \$3.70 Winni-
peg; Winnipeg, \$2.95; plain twist,
cwt., Ft. William, \$3.90; Winni-
peg, \$4.30; plain galvanized, Ft.
William, No. 9, \$4; No. 12, \$4.20;
Winnipeg, No. 9, \$4.30; No. 12,
\$4.50; coil spring, Ft. William,
No. 9, \$4.05; No. 12, \$4; Winni-
peg, No. 9, \$4.35; No. 12, \$4.20.

Patented screen, in 100-ft. rolls,
\$2 per hundred sq. feet; in 50
ft. rolls, \$2.10 per 100 sq. ft.

WIRE, PLAIN

\$3.15.



Stephens

**House Paints, Floor Paints,
Barn Roof and Elevator Paints,
Structural Iron Paint, Silk-
stone Flat Wall Colors, In-
terior Enamels, Wa-ko-ver
Stains, Carriage Paints.**

**A line that assumes all-round satisfaction in
your paint department.**

The quality and service of Stephens pro-
ducts have built a splendid reputation for
them in the West.

Our paints are made to withstand the ex-
tremes of the Canadian climate, and do so
efficiently. They have remarkable covering
capacity and are attractive until completely
worn out.

**Sell Stephens Products and you make re-orders
double-sure.**

Write us re our exclusive agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite - Prices Rite

Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKE'S, MARTIN, WILCKE'S CO.
 135 WILLIAM ST. NEWYORK

SEYMOUR SHEARS
 have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS
 Catalog illustrating full line of Seymour Shears gladly sent on request.
 Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
 Canadian Agents.

Hardwaremen
 You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
 Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FOOD CHOPPERS
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. Lamplough & Co., Unity Bldg., Montreal.



Embossed Metal Letters
 Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

HEADQUARTERS FOR
SPRAYERS, 5 kinds
PATENT STOVE PIPE, Split Rivets
ASH SIFTERS, The expanded metal one
COLLINS MFG. CO., Toronto

ASSIGNEES AGENTS LIMITED
 154 Simcoe Street, Toronto
ASSIGNMENTS COLLECTIONS
 Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

THE "CANNON OILER"

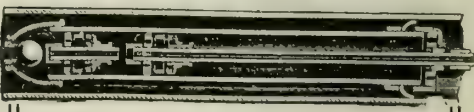
FORCES THE OIL ANYWHERE
Easy Seller Because—
 It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
 A sure good sale and splendid profit. Order it now.
R. E. BLOOMER
KEITHSBURG, ILL.

The Aylmer Branch Pipe Double-Acting Force Pump

 Adapted to any and all wells from a 5 1/4" hole up, and from a cistern to a 75-foot well.
 These pumps are fitted with either Iron or Brass Valve Seats, have Brass Upper Cylinder, and Iron, Brass-lined or Brass Lower Cylinders. If you want to build up your pump business, handle the Aylmer, Reliable and Ever-Ready. They are our best and latest goods.
ANTI-FREEZING.
 Write for full particulars and prices.
AYLMER PUMP & SCALE CO., Limited
 Aylmer, Ontario


J. PICKLES, 159 Portage Ave. E.
WINNIPEG

How can we do it?
 That's what we want to tell Western hardware dealers—how we can sell the EZE-FIXT pump for the same price or less than the ordinary pump, which freezes. Write for our circular which tells all about this. We sell only to the trade.
RICHMOND PUMP CO.
WINNIPEG



CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

B.J.C.

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****Arthur Stringer**

Most versatile of Canadian authors, has just finished, in "The Anatomy of Love," a novel of Canadian life which combines rare drollery and whimsical humor with wholesome and satisfying romance. Mr. Stringer's brilliancy has never been more strikingly displayed than in this story, the first instalment of which appears in the June MACLEAN'S. To have secured the first rights to so important a novel is a notable achievement.

Agnes C. Laut

contributes another of her prophetic war "Whole Truth." This is an examination of Germany's intrigues in the United States—a remarkable expose of Germany's aims and plottings in the Western hemisphere, written with an astounding knowledge of "inside" facts.

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

articles—"Give America the

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggin's" and "The Convalescent."

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt"—a sketch of the camp, past, present and future.

MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

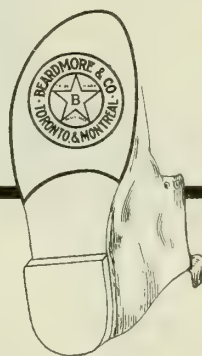
Stephen Leacock
L. M. Montgomery
Nellie McClung

H. F. Gadsby
Arnot Craik
Robert E. Pinkerton

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

MacLean's is \$1.50 a year. Remittance for yearly subscriptions need not accompany order.

JUNE NUMBER AT ALL NEWS STANDS 15c**"Star Brand"
SOLES
AND LIFTS**

wear to a satisfaction that brings users back to you for their next requirements.

The quality of our leather is due to many years' experience in tanning and always aiming to produce a better line.

We guarantee Star Brand Soles and Lifts to outwear all others.

If your jobber cannot supply you, write us — we ship quickly.

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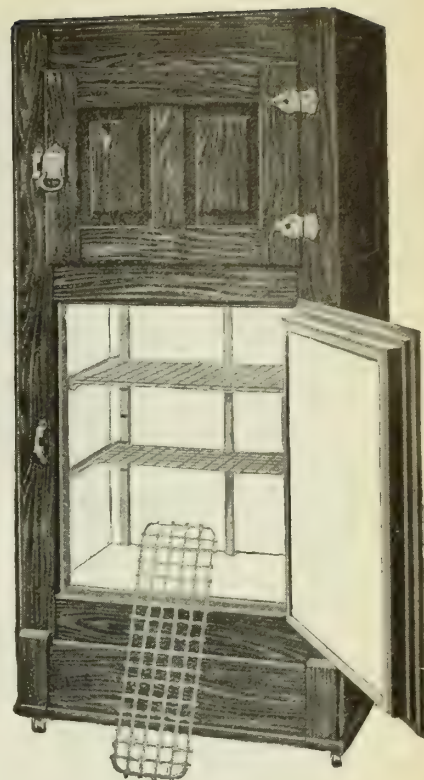
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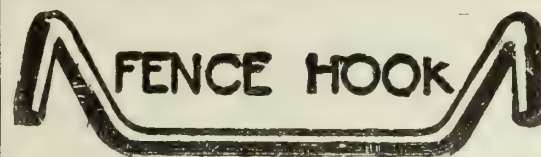
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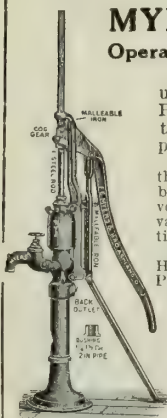
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

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Northern Electric Co., Ltd., Montreal.

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Northern Electric Co., Ltd., Montreal.

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The Stanley Works, New Britain, Conn.

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Frost Wire Fence Co., Hamilton.

McGregor-Banwell Fence Co., Walkerville, Ont.

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Pedlar People, Oshawa, Ont.

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Canada Wire & Iron Goods Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

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Mainer Electric Co., Ltd., Winnipeg.

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Universal Sales Co., Montreal.

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The Steel Co. of Canada, Ltd., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Wheeler & Bain, Toronto.

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Beatty Bros., Ltd., Fergus, Ont.

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Pedlar People, Oshawa, Ont.

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H. S. Howland, Sons & Co., Toronto.

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The Steel Co. of Canada, Ltd., Hamilton.

The Western Wire & Nail Co., Ltd., London, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

Schultz Bros., Co., Ltd., Brantford, Ont.

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Trimont Mfg. Co., Roxbury, Mass.

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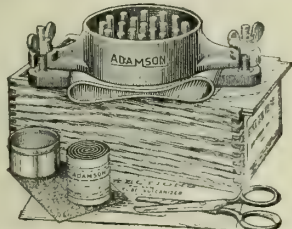
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MADE IN CANADA

Embody an exclusive principle of operation—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. No danger of burning or ruining the tires as with other vulcanizers. Saves 90% of "tire troubles" and doubles the life of the tires.

THE SPEED AND THOROUGHNESS OF ITS WORK MAKES BIG DEMAND. AND EVERY SALE NETS YOU A HANDSOME PROFIT.

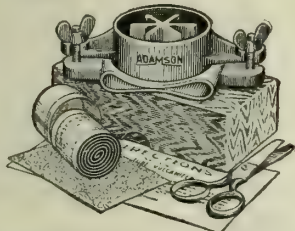


MODEL "T" FOR INNER TUBES ONLY.

No cement is used, the Adamson Repair Gum is placed on the tube according to directions. The vulcanizer is applied by simply clamping it centrally over the repair gum and tube as illustrated.

To vulcanize the repair, one ounce of gasoline into the vulcanizer and ignite.

IT'S QUICK.



MODEL "M" — ESPECIALLY ADAPTED FOR REPAIRING MOTORCYCLE, BICYCLE, FORD AND CYCLE CAR TUBES.

This vulcanizer operates the same as Model "T" but is smaller.

It is designed for repairing 3½ in. tubes and under.

IT'S QUICK.

ADAMSON MFG. CO.
67 Bay St. North, Hamilton, Ont.

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents:
Manitoba, Bissett & Webb, Limited,
Winnipeg; British Columbia,
McPherson & Teetzel,
Vancouver.

BAR IRON



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: **A. RAMSAY & SON COMPANY, Montreal.**

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Beatty Bros., Ltd., Fergus, Ont.

Winnipeg, Man.

Cushman Motor Wks., Ltd., Winnipeg.

Grinding Compound

The Carborundum Co.

Guns

Caverhill, Learmont & Co., Montreal

Harrington & Richardson Arms Co.,

Worcester, Mass.

Johnson's, Iver, Arms & Cycle Wks.,

Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone

Mich.

Remington Arms-Union M. C. Co.,

Windsor, Ont.

Ross Rifle Co., Quebec.

Gun Implements and Oil

Marble Arms & Mfg. Co., Gladstone,

Mich.

Hack Saw Blades

E. C. Atkins & Co., Hamilton, Ont.

Henry Disston & Sons, Toronto.

L. S. Starrett Co., Athol, Mass.

Victor Saw Works, Hamilton, Ont.

Hack Saw Frames

Bridgeport Hdwe. Mfg. Corp., Bridge-

port, Conn.

Henry Disston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,

Ltd., Hamilton.

Victor Saw Works, Hamilton, Ont.

Hack Saw Machines

Victor Saw Works, Hamilton, Ont.

Hame Fasteners

Imperial Mfg. Co., Welland, Ont.

Hammers

Stanley Rule & Level Co., New Bri-

tain, Conn.

Whitman & Barnes Mfg. Co., St.

Catharines.

Handles

Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists

Manitoba Bridge & Iron Wks., Ltd.,

Winnipeg, Man.

Hand Lanterns.

Interstate Electric Novelty Co., To-

ronto.

Mainer Electric Co., Ltd., Winnipeg.

Hand Screws

National Machinery & Supply Co.,

Ltd., Hamilton.

Hangers, Storm Sash and Screen

The Stanley Works, New Britain.

Hardware, Metal Window

The Stanley Works, New Britain

Harvest Tools

Beatty Bros., Ltd., Fergus, Ont.

Winnipeg, Ont.

H. S. Howland, Sons & Co., Toronto

Hay Unloading Tools

Beatty Bros., Ltd., Fergus, Ont.

Winnipeg, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Hay Wire

Frost Wire Fence Co., Ltd., Hamil-

ton, Ont.

Heating Drums

Collins Mfg. Co., Toronto.

Hinges

Canada Steel Goods Co., Hamilton

London Bolt & Hinge Works, London

Ont.

The Stanley Works, New Britain.

Hinges, Spring

Chicago Spring Butt Co., Chicago.

Hockey Sticks

Still, J. H., Mfg. Co., St. Thomas.

Holating and Conveying

Machinery

Cushman Motor Wks., Ltd., Winnipeg

Manitoba Bridge & Iron Wks., Ltd.,

Winnipeg, Man.

Hollow Handle Tool Sets

Bridgeport Hdwe. Mfg. Corp., Bridge-

port, Conn.

Hooks

The Stanley Works, New Britain.

The Steel Co. of Canada, Ltd., Ham-

ilton.

Hoops, Steel and Wire

The Laidlaw Bale-Tie Co., Hamilton

The Steel Co. of Canada, Ltd., Ham-

ilton.

Hooks, Conductor

Metallic Roofing Co., Toronto and

Winnipeg.

Wheeler & Bain, Toronto.

Hooks, Moulding

The Andrew B. Hendryx Co., New

Haven, Conn.

Hooks, Hat and Coat

Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile

Universal Sales Co., Montreal.

Horseshoes and Nails

The Steel Co. of Canada, Ltd., Ham-

ilton.

Hose, Garden and Lawn

Canadian Consolidated Rubber Co.,

Montreal.

Gutta Percha & Rubber Mfg. Co.,

Toronto.

Horse Covers

Canadian Consolidated Rubber Co.,

Montreal.

Hot Plates

Collins Mfg. Co., Toronto.

Ice Cream Freezers

Wm. Cane & Sons Co., Newmarket,

Ont.

The Thos. Davidson Mfg. Co., Ltd.,

Montreal.

North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia.

Implements, Farm.

Eureka Planter Co., Ltd., Woodstock,

Ont.

Incubators

Collins Mfg. Co., Toronto.

Cushman Motor Wks., Ltd., Winnipeg.

Iron and Steel Bars

B. J. Coghlin, Montreal.

Dominion Iron and Steel Co., Ltd.,

Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd.,

Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-

ilton.

Iron Pipe

Canadian Tube & Iron Co., Montreal.

The Steel Co. of Canada, Ltd., Ham-

ilton.

Iron Pumps

Beatty Bros., Ltd., Fergus, Ont., and

Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto

Richards-Wilcox Canadian Co., Lon-

don, Ont.

Japans

Berry Bros., Walkerville, Ont.

W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Joist Hangers

Manitoba Bridge & Iron Wks., Ltd.,

Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd.,

London, Ont.

Kitchen Cabinets

Stratford Mfg. Co., Ltd., Stratford.

Knife Polish

Jno. Oakley & Sons, Ltd., London,

Eng.

Knives, Hunting and Fishing

Landers, Frary & Clark, New Britain,

Conn.

Marble Arms & Mfg. Co., Gladstone,

Mich.

Geo. Wostenholm & Sons, Sheffield,

Eng.

Knurling Tools

Pratt & Whitney Co., Dundas, Ont.

Ladders, Step

Beatty Bros., Ltd., Fergus, Ont.;

Winnipeg, Man.

McFarlane Ladder Works, Toronto.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf

F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., Lon-

don, Ont.

Lampblack

Barton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New

York.

Lamps, Electric.

Amalgamated Electric Co., Toronto.

Basters, Jackson Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Lanterns, Gasoline

Canadian Carbon Co., Ltd., Toronto.

National Stamping & Electric Wks.,

Chicago, Ill.

Latchets

The Stanley Works, New Britain,

Conn.

Lawn Fencing and Gates

Banwell-Hoxie Wire Fence Co., Ham-

ilton.

Canada Wire & Iron Goods Mfg. Co.,

Hamilton.

The Dennis Wire & Iron Works,

London, Ont.

B. Greening Wire Co., Ltd., Hamil-

ton.

McGregor-Banwell Fence Co., Walk-

erville, Ont.

Lawn Mowers

Whitman & Barnes Mfg. Co., St.

Catharines.

Lawn Settees

The Dennis Wire & Iron Works,

London, Ont.

Canada Wire & Iron Goods Co.,

Hamilton.

Stratford Mfg. Co., Stratford

Lawn Swings

McFarlane Ladder Works, Toronto.

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Linseed Oils

Dominion Linseed Oil Co., Ltd.,

Montreal.

A. Ramsay & Son Co., Montreal.

Lead Pipe

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-

ilton.

Levels

Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New

Britain, Conn.

Litter Carriers, Track

and Fittings

Beatty Bros., Ltd., Fergus, Ont., and

Winnipeg, Man.

Lockers

Canada Wire & Iron Goods Co.,

Hamilton.

The Dennis Wire & Iron Works,

London, Ont.

Lumbering Tools

Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates

The Barton-Netting Co., Ltd., Wind-

sor, Ont.

Match Boxes, Waterproof

Marble Arms & Mfg. Co., Gladstone

Mich.

Mats, Rubber

Canadian Consolidated Rubber Co.,

Limited, Montreal, Que.

Mechanics' Tools

Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,

Hamilton.

Pratt & Whitney Co., Ltd., Dundas

Stanley Rule & Level Co., New

Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Metals

The British Aluminium Co., Ltd.,

London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New

Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Ham-

ilton.

Williams Bros. & Piggott, Ltd., Bir-

mingham, Eng.

Metal Boxes, for Specialties

Eley Bros., Ltd., London, Eng.

Metal Lockers

Canada Wire & Iron Goods Mfg. Co.,

Hamilton.

The Dennis Wire & Iron Works,

London, Ont.

Metal Shingles, Sliding, Etc.

Metallic Roofing Co., Toronto and

Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,

Winnipeg.

Metal Polish, Emery Cloth, etc.

Continental Oil Co., Winnipeg.

Oakley, John & Sons, London, Eng.

Metal Windows and Doors

Metallic Roofing Co., Ltd., Toronto,

Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert

Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Mitre Boxes

Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

POSITION WANTED

EXPERIENCED HARDWAREMAN IS OPEN for position as hardware or paint traveller. Will take position at once. Apply Box 285, Hardware and Metal. (tf)

FIRST-CLASS HARDWARE AND TINSMITHING business in good manufacturing town, with all factories busy. This stock is all in good shape. Stock at old prices. Reason for selling I want to don the colors. Stock, fixtures, tin-smith tools and runabout, \$7,000. Box 35, Kincardine, Ont. (24)

WANTED

WANTED—SET OF TINSMITHING TOOLS and machines, also 8-foot cornice brake. Give list and state price. J. E. Hussy, Windsor, Ont. (25)

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FOR SALE—FIRST-CLASS PLUMBING AND heating business in western Ontario city, population 18,000. Apply Box 288, Hardware and Metal, Toronto. (24)

WELL-ESTABLISHED HARDWARE AND plumbing business in west end of Toronto. About \$3,000 stock and fixtures. Owner leaving city on account of ill-health in family. If necessary will sell business and rent store, and will make satisfactory terms. Fine opportunity for live man or partners. Box 287, Hardware and Metal, Toronto. (24)

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WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

KINDLY MENTION THIS PAPER WHEN WRITING TO AD- VERTISERS.

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

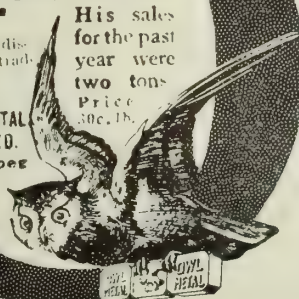


OWL BABBITT METAL

Write for dis-
count to trade.

THE
OWL METAL
CO., LTD.
Winnipeg

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c. lb.



Canada's Biggest Bird Story

Have you ever heard of
Jack Miner of Kingsville?

TEDDY ROOSEVELT and WILLIAM HOWARD TAFT came over to Canada to see his **Wild Goose Sanctuary**.

Miss Ethel M. Chapman tells (with several photos) the story of a visit to this farm in the July Number of

The FARMER'S MAGAZINE

Jack Miner says a wild goose is a most affectionate and intelligent bird. Read why.

There are other features that are leaders in this June issue of Canada's leading agricultural journal. These include a sketch of

Hon. Geo. Langley, M.P.P.
and
Electric Power Farming in Ontario

You can become a regular reader of **The Farmer's Magazine** for one dollar a year. Single copies 10 cents.

Drop a card at once. The illustrations are worth the price. The Rural Mail questions answered — the women's work — the month's reminder — the financial advice to investors of farm moneys — all these come each month.

**The
FARMER'S MAGAZINE**
143-153 University Avenue
TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

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Poultry Supplies

Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium

The British Aluminium Co., Ltd.,
London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)

Du Pont Powder Co., Wilmington,
Del.

Pulleys

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg.

Pump Valves

Canadian Consolidated Rubber Co.,
Montreal.

Darling Bros., Ltd., Montreal.

Pumps, Iron

Aylmer Pump & Scale Co., Aylmer,
Ont.

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

Pump, Power, Hand

Aylmer Pump & Scale Co., Ltd.,
Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont.,
Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Putty

Benj. Moore & Co., Ltd., Toronto.

Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display

R. M. Bowser & Son, Renfrew, Pa.

Ranges

Clare Bros. & Co., Ltd., Preston, Ont.

Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.

Radiators

Clare Bros. & Co., Ltd., Preston, Ont.

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

Rasps

Delta File Works, Philadelphia.

Henry Disston & Sons, Toronto.

Razors

Genera Cutlery Co., Geneva, N.Y.

Jonathan Crookes & Son, Sheffield,
Eng.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain,
Conn.

Geo. Wolstenholm & Son, Sheffield,
Eng.

Razor Hones

Carborundum Co., Niagara Falls, N.Y.

Genera Cutlery Co., Geneva, N.Y.

Reamers

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

Red Lead

Brandram-Henderson Co., Montreal.

Registers

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Montreal.

Refrigerators

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Sanderson-Harold Co., Ltd., Paris,
Ont.

Reinforcing Concrete

Canada Wire & Iron Goods Co., Ham-
ilton, Ont.

Dominion Iron & Steel Co., Sydney

McGregor Banwell Fence Co., Walk-
erville, Ont.

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-
ilton.

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Colt's Patent Fire Arms Co., Hartford,
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Johnson's, Iver, Arms & Cycle Wks.,
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Marble Arms & Mfg. Co., Gladstone,
Mich.

Remington-Arms U-M-C Co., Windsor.

Ross Rifle Co., Quebec.

Rifle and Shotgun Sights

Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone,
Mich.

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Northern Bolt & Screw Co., Owen-
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H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

I. H. McComb, Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto

Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Roofing Supplies

Bird & Son, Hamilton.

Metallic Roofing Co., Toronto and
Winnipeg.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Runways, Electric

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

Rules and Gauges

Jas. Chesterman & Co., Ltd., Shef-
field, England.

Lufkin Rule Co., Windsor.

L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co.,
Montreal.

Saws

E. C. Atkins & Co., Hamilton.

Bridgeport Hardware Mfg. Co., Bridge-
port, Conn.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut

E. C. Atkins & Co., Hamilton.

Aylmer Pump & Scale Co., Aylmer.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Victor Saw Works, Hamilton, Ont.

Saws, Circular

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Saws, Hand

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Scales

Aylmer Pump & Scale Co., Aylmer,
Ont.

John Chatillon & Sons, New York,
N.Y.

Landers, Frary & Clark, New Britain,
Conn.

Walter Woods & Co., Hamilton.

Screen Doors and Windows

Sanderson, Harold Co., Paris, Ont.

Screen Door Sets

The Stanley Works, New Britain.

Screw Plates

Butterfield & Co., Rock Island, Que.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

National Machinery & Supply Co.,
Ltd., Hamilton.

Screw Driver Bits

Buck Bros., Milbury, Mass.

Screw Drivers, Pockets

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Marble Arms & Mfg. Co., Gladstone,
Mich.

Screws, Nuts, Bolts

Northern Bolt & Screw Co., Owen-
Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood

Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones

The Carborundum Co., Niagara Falls,
New York.

Shears, Scissors

Acme Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain,
Conn.

Henry T. Seymour Shear Co., New
York.

Geo. Wolstenholm & Sons, Sheffield,
Eng.

Sheet Metal Products

Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Shelf Boxes

Cameron & Campbell, Toronto

Shellac

Berry Bros., Walkerville, Ont.

Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store

The Dennis Wire & Iron Works

London, Ont.

Shock Absorbers

Adamsen Mfg. Co., Hamilton.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Sieves and Screens

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

B. Greening Wire Co., Ltd.,
Hamilton.

Silo Irons

Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Silo Roofs

Metallic Roofing Co., Ltd., Toronto
and Winnipeg.

Silverware

Canadian Wm. A. Rogers, Ltd., Tor-
onto.

McGlashan, Clarke Co., Niagara Falls.

Oneida Community, Ltd., Oneida,
N.Y.

Skylights

Metallic Roofing Co., Ltd., Toronto
and Winnipeg.

Pedlar People, Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Sliding Door Hardware

Beatty Bros., Ltd., Fergus, Ont.,
Winnipeg, Man.

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Smoke Stacks

Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

Snow Shovels

The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

Solder

Canada Metal Co., Ltd., Toronto.

Hoyt Metal Co., Toronto.

Owl Metal Co., Winnipeg.

Spark Plugs

Canadian Carbon Co., Ltd., Toronto.

Eclipse Mfg. Co., Indianapolis, Ind.

Hyslop Bros., Ltd., Toronto.

Interstate Electric Novelty Co., To-
ronto.

Splicing Compound

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.

Sporting Goods

Thos. Davidson Mfg. Co., Montreal.

Horton Mfg. Co., Bristol, Conn.

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

Marble Arms & Mfg. Co., Gladstone,
Mich.

St. Mary's Wood Specialty Co., St.
Mary's, Ont.

Sprays

Collins Mfg. Co., Toronto.

Eureka Planter Co., Woodstock.

Springs

B. J. Coghlin, Montreal.

B. Greening Wire Co., Ltd., Ham-
ilton.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birming-
ham, Eng.

Stable Fitting Steel

The Dennis Wire & Iron Works,
London, Ont.

Steins, Shingle

W. B. Bate & Co., Toronto.

Berry Bros., Walkerville, Ont.

Brandram-Henderson, Ltd., Halifax.

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.

Canada Paint Co., Ltd., Montreal.

Dougall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Stains, Wood

A. Ramsay & Son Co., Montreal.

Berry Bros., Walkerville, Ont.

Dougall Varnish Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Staples

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

B. Greening Wire Co., Ltd., Ham-
ilton.

The Stanley Works, New Britain.

Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys

Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Steel, Cold Rolled Strip

The Stanley Works, New Britain,
Conn.

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Dominion Iron & Steel Co., Ltd.,
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Richards-Wilcox Canadian Co., Lon-
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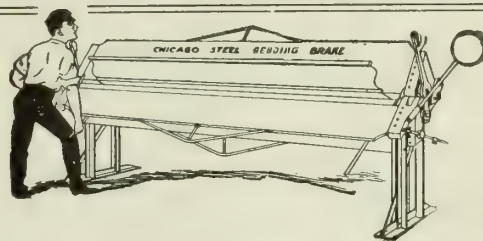
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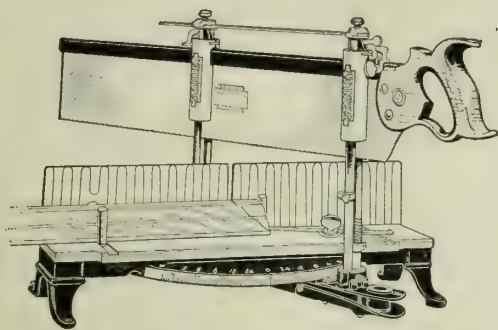
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FOR USE IN ANYTHING**

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A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
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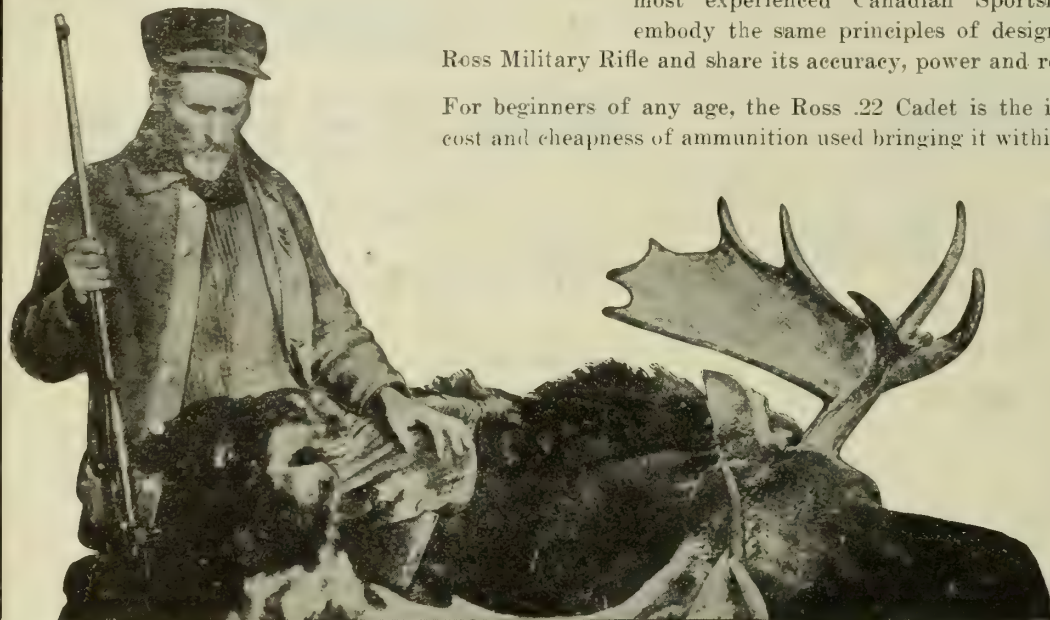
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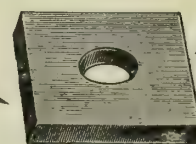
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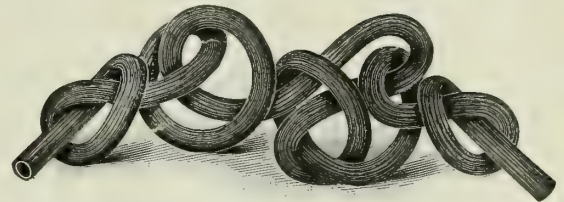
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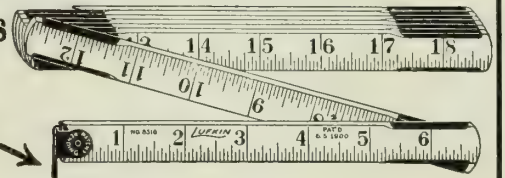
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Talk Number Fifty-three

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TINKER TOM.

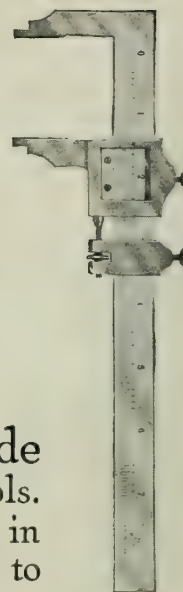
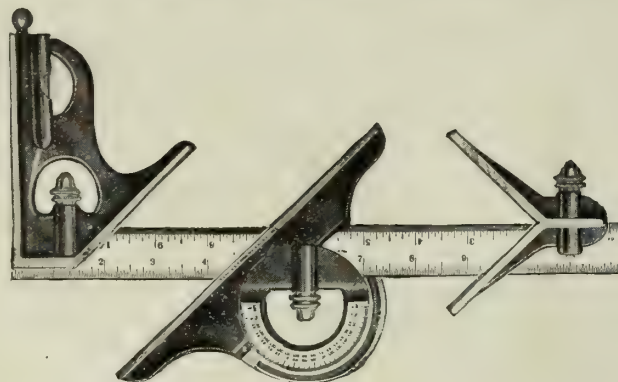
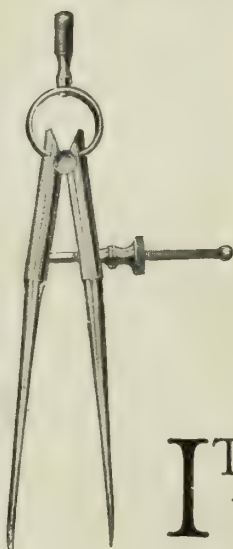
Look for Talk No. 54 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

51



Wherever Accuracy Counts You'll Find a Big Starrett Record



IT is dependable accuracy that has made the reputation and success of Starrett Tools. Accuracy means so much in shop costs, and in man-value, that accurate tools are essential both to the workman and the shop employing him.

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TRADE MARK

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and Instruments of Precision

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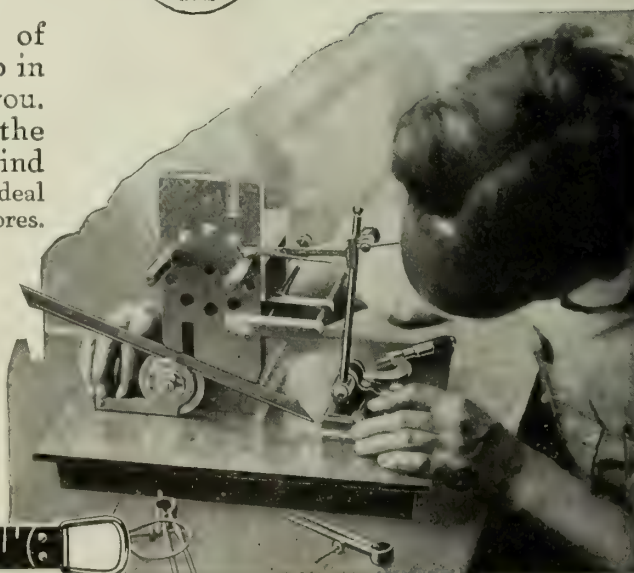
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No. 21-MA
Prices and Discounts

The L. S. Starrett Co.

"The World's Greatest
Tool Makers"

Athol, Mass.

London New York Chicago



TRADE MARK NUMBER

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 25

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

June 17

1916



Finding Added Business in the Day's News

Almost every day the newspaper you read contains items that could, with little effort, be turned into sales of cement and other goods.

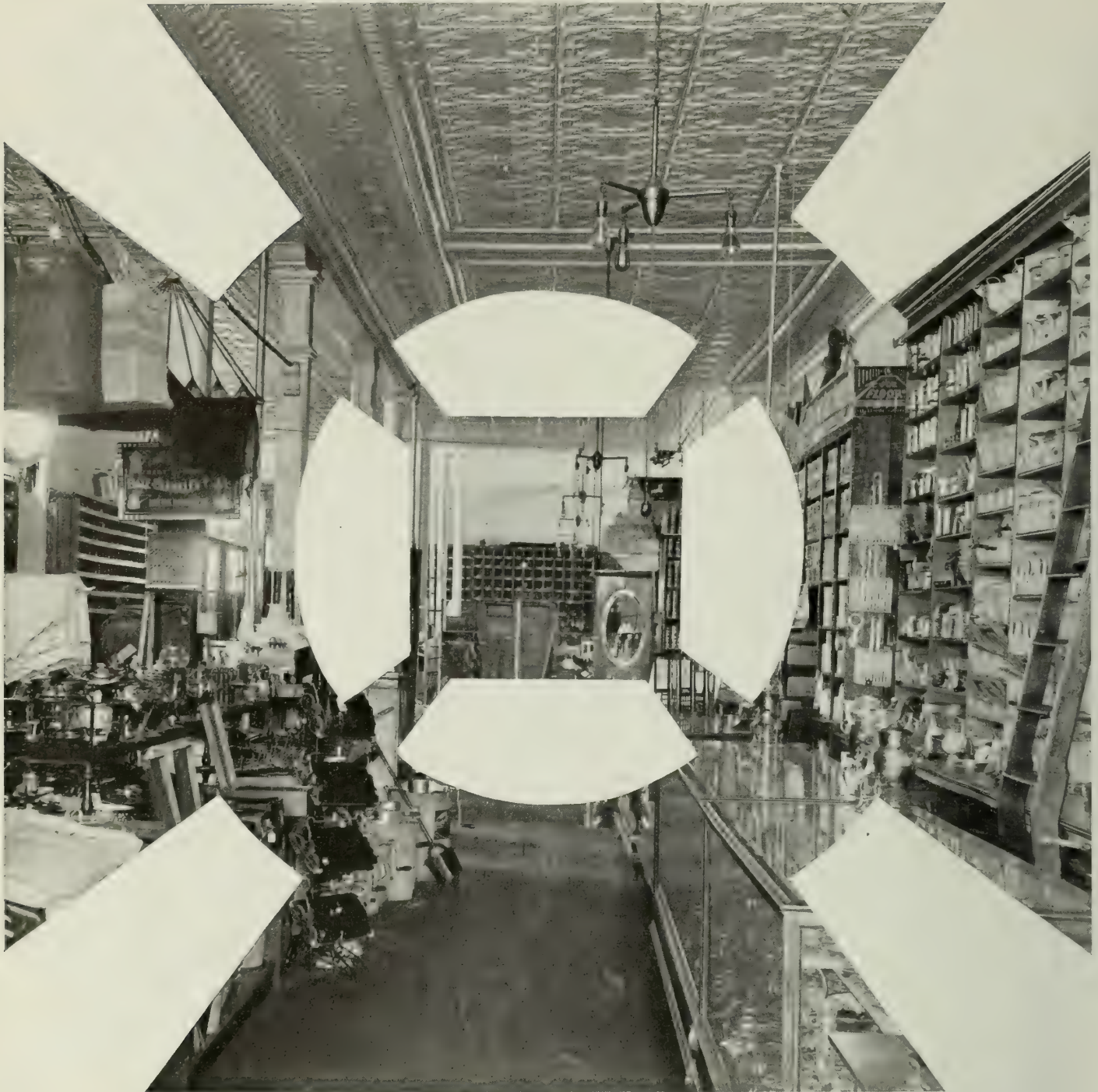
We will gladly show you how to take advantage of these daily opportunities.

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PERMANENCE — SATISFACTION



THE STORE AND THE TRADE-MARK

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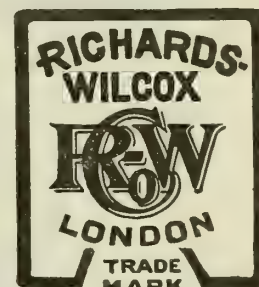
WINNIPEG
1205 McArthur Bldg.

When a man buys hardware,
he asks—Whose make is it?

That's because he has found
out that his best guarantee
of quality and service is the
name of a reliable manufacturer.

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hanger?

One guess.



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Not Mere Poultry Netting

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Stands up straight,
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best trade. Don't fail to write and get our Dealer's Proposition.

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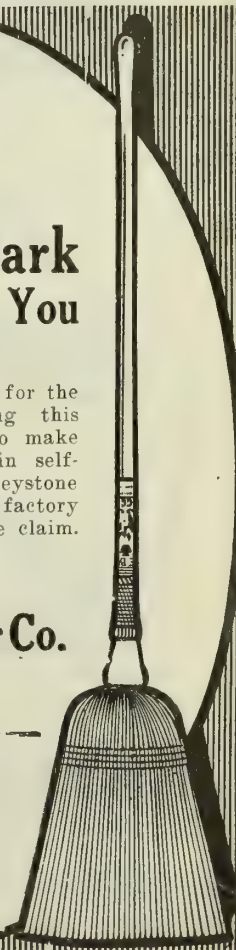


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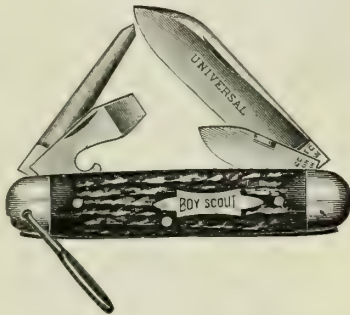
We have claimed so much for the
brooms and brushes bearing this
mark, and paid so much to make
these claims known, that in self-
defense we will not let one Keystone
broom or brush out of our factory
unless it does live up to the claim.
Think this over carefully!

Stevens-Hepner Co.
LIMITED
Port Elgin, Ont.

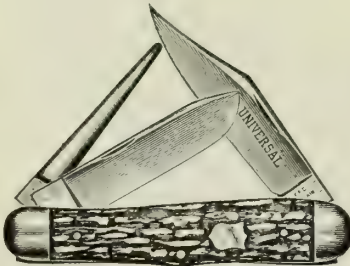
This "Nugget"
Broom is only one
of the winners in
the line of Keystone
Brand Brooms and
Brushes.



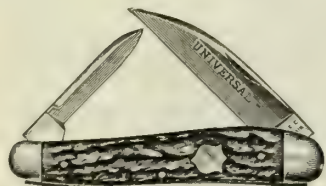
Universal Pocket Knives



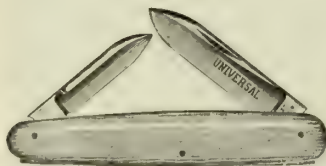
No. 00266. 3 1/2 in. Stag Handles.



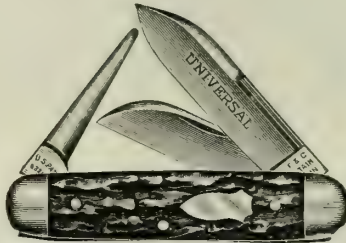
No. 00736. 3 5/8 in. Perfect Stag Handles.



No. 0288. 3 3/8 in. Perfect Stag Handles.



No. 52107. 3 3/8 in. Ivory Handles.



No. 00216. 3 5/8 in. Stag Handles.

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To-day the call for Universal Pocket Knives is larger than it has ever been in the past, and is constantly growing greater. Its steady, consistent growth has been the result of selling at right prices, and adhering strictly to highest quality ideals.

Universal Knives are made of the correct grade of steel to cut easily, and hold their edges through years of service. Their superior appearance and wearing qualities make them known and treasured by millions of users.

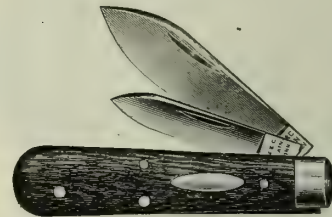
For Prices, write your Jobber or direct to us.



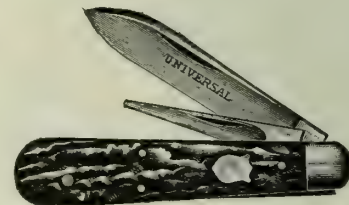
No. 02108. 3 3/8 in. Buffalo Ivory Handle.



No. 03618. 3 3/4 in. Stag Handles.



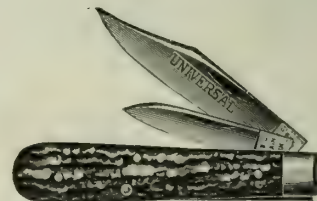
No. 2245. 3 3/8 in. Stag Handles.



No. 30266. 3 1/2 in. Ebony Handle.



No. 31125. 3 1/2 in. Ebony Handles.



No. 02104 3/4. 3 3/8 in. Stag Handles.

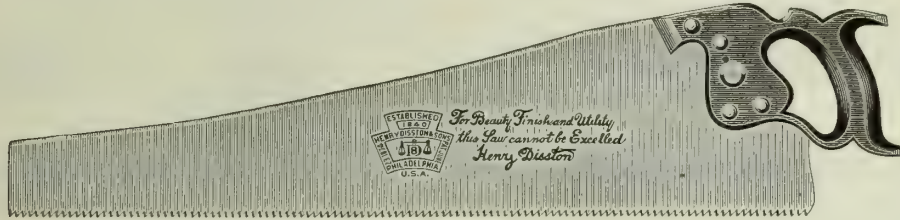
LANDERS, FRARY & CLARK, New Britain, Conn.

A. MACFARLANE & CO., Limited, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

"-I have used them all, but I find DISSTON best"

Extract of a letter from one of our customers who sells "DISSTON SAWS"



No. D8—DISSTON

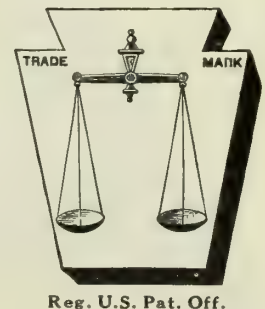
Could You Ask for a Better Trade-Builder Than This Kind of Customer-Satisfaction?

This satisfaction is the result of seventy-six years' uninterrupted effort in the part of HENRY DISSTON & SONS to produce not only the best SAWS on the market but the finest that could be made.

This reputation for quality which cost the DISSTON COMPANY years of study and costly research is an active asset in the development of YOUR business for you to avail yourself of at no expense whatever.

A man buys where he has already had satisfaction. DISSTON SAWS are a means of cementing the good-will of your customers that has a tangible dollar-and-cents value to you. Avail yourself of it.

WE CARRY A COMPLETE
ASSORTMENT DISSTON'S
SAWS, TOOLS AND FILES



LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

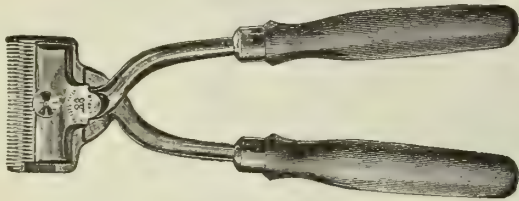
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

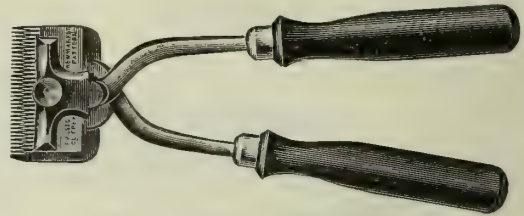
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

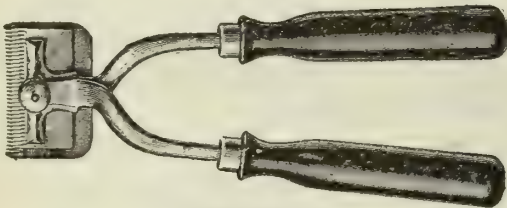
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

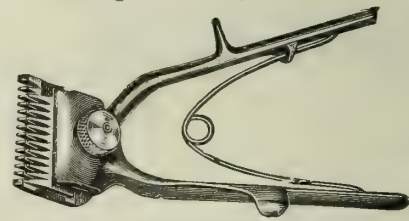


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.

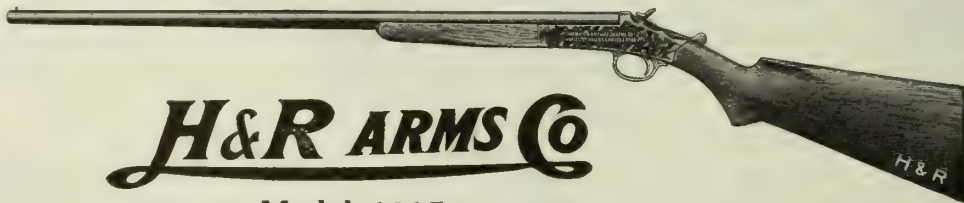


Hunter, Fetlock and Dog Clipper
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

TOOLS FOR ACCURACY EFFICIENCY AND FINE WORKMANSHIP



THE machinist places great dependence upon his instruments and tools. Engineers and machinists everywhere have learned the dependability of

Starrett Tools

TRADE MARK
REG. U.S. PAT. OFF.

They are unvarying in accuracy and the workman who uses them adds to his efficiency. His skill aided by these instruments produces fine workmanship.

Starrett Tools include 2100 styles and sizes—steel rules, tapes, squares, levels, calipers, dividers, micrometers, hack saws, and many others. A stock of Starrett Tools will attract the skilled mechanic to your store, not only for tools, but for other needs. Starrett Tools build prestige for every dealer.

Write for Free Catalog No. 21 MA Prices and Discounts
We deal direct with retail hardware stores

The L. S. Starrett Company

"The World's Greatest Tool Makers"

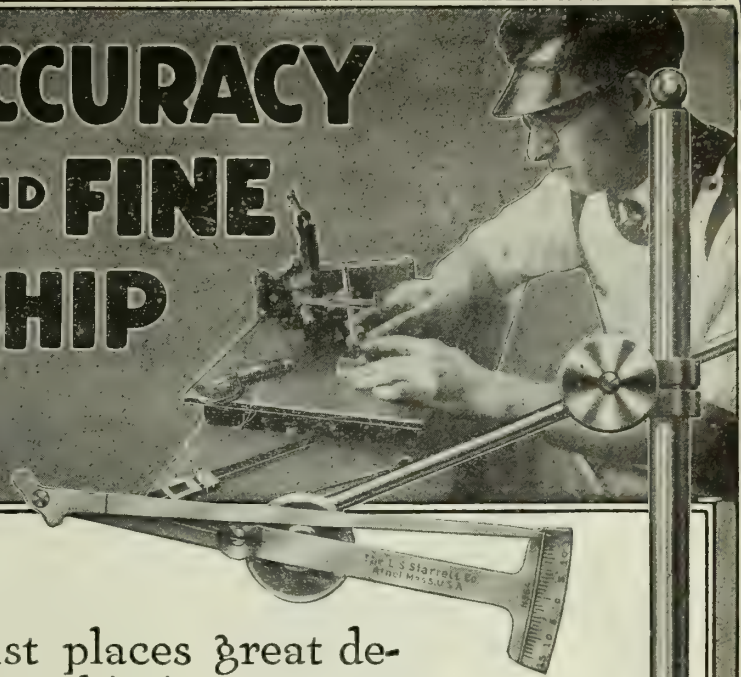
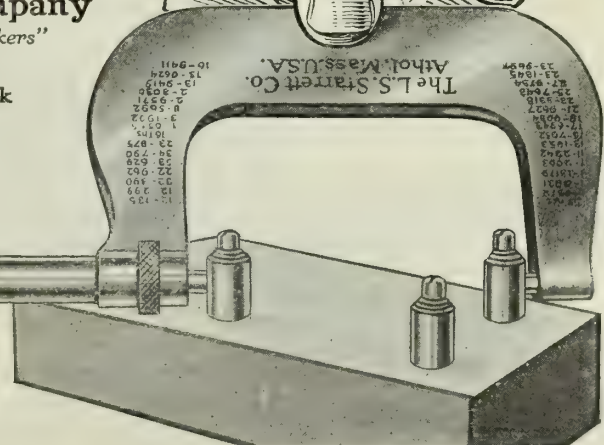
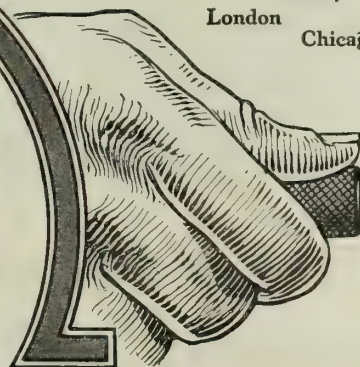
Athol, Mass.

London New York
Chicago

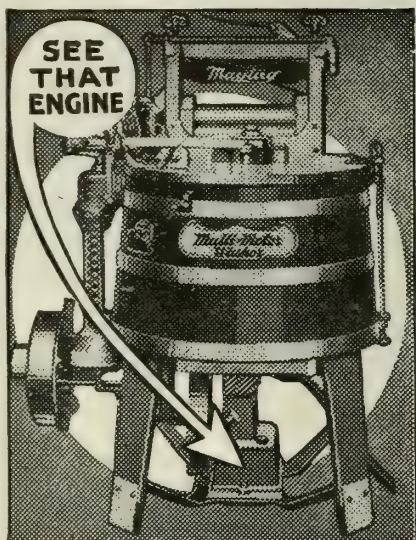
BY INVITATION
MEMBER OF



NEW YORK U.S.A.



The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have **YOU** joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

BUFFALO BRAND



Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

Both Glad It's Plymouth

As some one put it, "Advertise, then advertise some more, then keep on advertising."

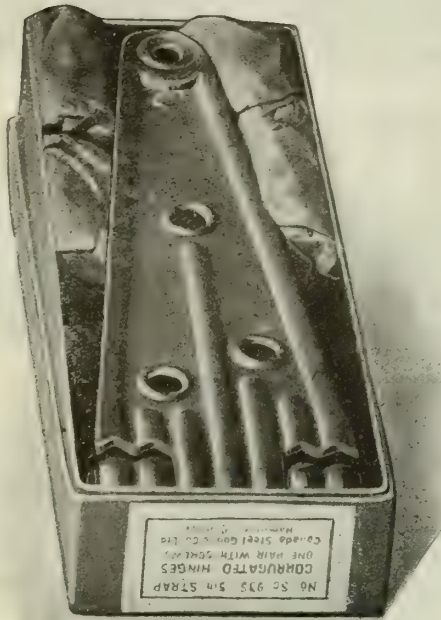
Good advice. And, as you apply it, remember there's as much reason to be glad when selling a man rope as when selling him anything else—and just as much advertising value in showing it.

Provided, of course, the rope is a reliable high-grade article like Plymouth Manila.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.
INDEPENDENT CORDAGE CO., LTD., TORONTO, CAN., Canadian Agents



If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Smith
PRESIDENT

John G. Bunker
PRESIDENT OF THE SUPERIOR SHOW

John G. Bunker
DIRECTOR OF EXHIBITS

Oct. Pemberton
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
OF
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Lucas H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



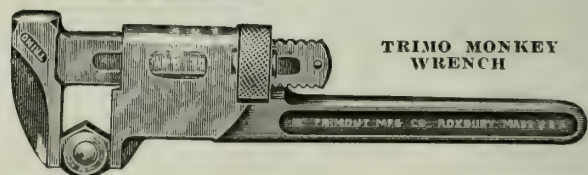
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.



Quality

Service

The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited



HAMILTON TORONTO



MONTREAL

WINNIPEG



If interested, tear out this page and keep with letters to be answered.

CHATILLON SCALES



are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

They will bear the most critical Government inspection.

We also make a great variety of scales to order, for special purposes and in various capacities.

Scales for testing, counting, estimating, etc.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835

Warehouse Space

For Rent in Regina

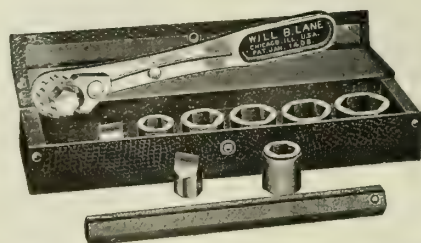
We have for Sale or Rent the following buildings. One brick warehouse, one story, basement for Furnace Only, Size—warehouse 50 feet by 120 feet situated in centre of wholesale district. Well built building, especially for heavy goods storage. Will sell or lease for term of years subject to sale.

ALSO space in brick warehouse four stories and basement with necessary office space. Each floor 50 x 115 feet, Building modern, of mill construction and located in the very best wholesale district on Dewdney Avenue. Exceptionally suitable for branch business in hardware trade or for storage purposes. Will sell or lease for term of years.

Pearl Bros. Hardware Co. Limited

REGINA, SASKATCHEWAN

LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{3}{4}$ to $\frac{1}{2}$ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to $\frac{3}{8}$ in.



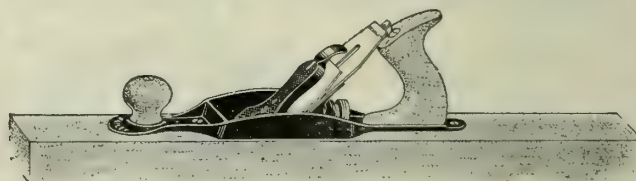
STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from $\frac{3}{4}$ to $\frac{1}{2}$ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to $\frac{3}{8}$ in.

WRITE FOR PRICES.

**WILL B. LANE, 180 North Dearborn Street
CHICAGO ILL.**

Carried in stock by: Lewis Bros., Ltd., Montreal; Marshall-Wells Hdw. Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton; J. S. Mitchell & Co., Sherbrooke; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance, Ltd., Hamilton; Wood, Vallance, Ltd., Toronto; Wood, Vallance & Lewis, Calgary.

Stanley Tools



Carpenters' Wood Planes

MADE IN CANADA

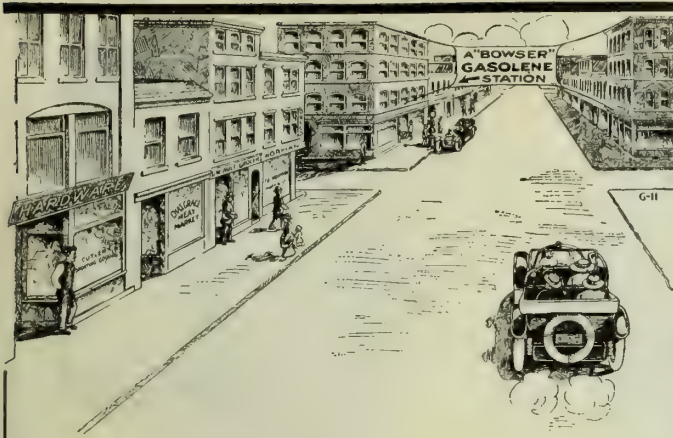
Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

STANLEY RULE & LEVEL CO. NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



Make Him Stop!

It's easy enough if you use the right signal—a Bowser "Sentry" Gasolene Pump on your curb. Gasolene makes the car go—it also makes it stop, and the motorist knows that when he gets gasolene from a

BOWSER
ESTABLISHED 1885

outfit it is clean, filtered and full-strength.

Don't stand in the doorway and see the free-spending automobile trade shoot by in a cloud of dust, only to stop at the other fellow's door. He not only sells them gasolene, but he gets their business in all the other departments of the trade.

Make them stop with a "Bowser" Gasolene Supply Station—and then sell them everything else they need for their cars.

Get them going and coming—we'll help you.

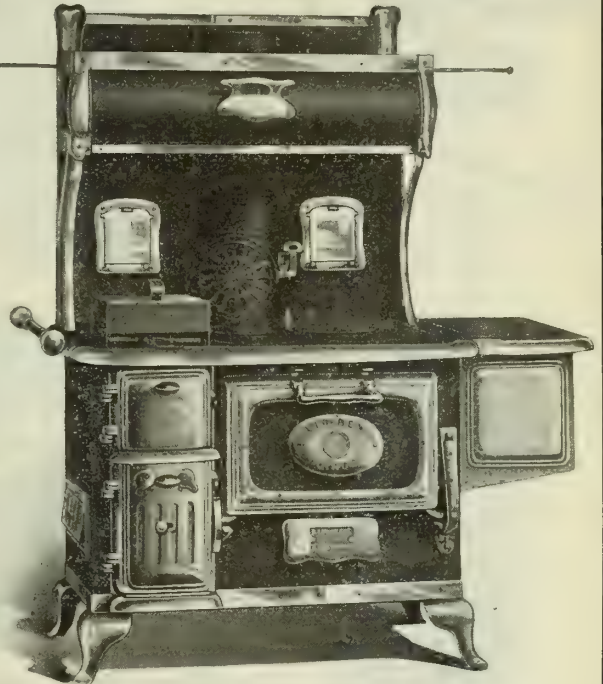
The average owner of a Bowser "Red Sentry" Curb Pump turns his gasolene stock over about 50 times per year. On how many other lines that you carry can you do this?

S. F. Bowser & Company, Inc.

66-68 Fraser Avenue
TORONTO, ONT.

Sales offices in all centres and representatives everywhere.

KIR-BEN Standard Steel Range



With High Closet and Right Hand Reservoir.

TRADE PRICES

Square	Reservoir
\$39.50	\$44.75

With polished top, for coal.
Wood only, deduct \$1.00.
Thermometer, if desired, 50c.

REBATES

5 ranges, steel or cast during 1916	5%
10 " " " " " "	7½%
20 " " " " " "	10%

SIZES

Oven 20¾ x 20 x 12½.
Coal Firebox, 18 x 9 x 8½
Wood Firebox, 27 x 9 x 10.
Top Size, square, 44 x 28½.
Top Size, reservoir 49½ x 28½.
Six No. 9 Covers.

FEATURES

Economic Damper, Kir-Ben Broiler and Hood, Heavy Insulation, Improved Flue, French Top, Plain Double-plated Nickel, Non-warping covers, etc., etc.

Order now from

KIR-BEN, LIMITED
ALMONTE, ONTARIO

KIR-BEN AGENCY IS THE BEST

If interested, tear out this page and keep with letters to be answered.



Bright Light Stove Polish

Bright Light is prepared from the best English lead and Japan which produces a brilliant, lasting polish that will not speck nor turn white. Put up only in our patent box to protect the fingers from coming in contact with the paste.

Every box is hermetically sealed, so that the polish will not dry out. Packed in quarter gross cases.



Odorless Jet Enamel for Stove Pipes

Will not burn off. One coat will give a beautiful ebony finish; dries quickly, and will preserve stove pipes from rusting. Especially adapted for registers, grates or iron where a high finish is required. Put up in six-ounce bottles, handsomely labeled, with cork neatly dipped makes an attractive package. Packed 3 dozen in a case.



Best Harness Oil Dressing

Is a paste combination of Neatsfoot and Wax so blended as to give a waterproof that will keep the leather soft and pliable. Put up in pound tins, handsomely lithographed. Packed three dozen and one dozen wood cases.



Staon Stove Pipe Enamel

It is a union Japan of extra quality, and is recognized as being superior to any other union Japan on the market. Staon will stand a high temperature, dries quickly, and has no offensive odor. Put up in air-tight tins in three sizes. Labeled with a three-colored varnish label. Packed three dozen to a case.



Works wonders in sales for the merchant and satisfaction for the user. Is the best known protection for furs and clothing. Unexcelled for killing odors from garbage cans and repelling flies. Try this quick seller.

K. A. G. (KILLS ALL GERMS) DISINFECTANT



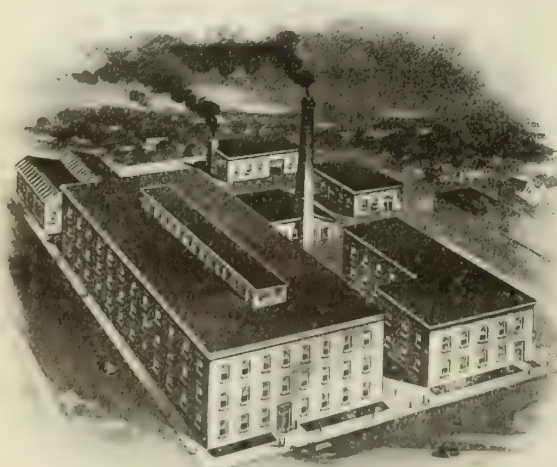
Eagle Rubber Cement

Is recognized by all dealers as being superior to any rubber cement (except our D. R. C. Brand), and is handled by all dealers in such large quantities that we are able to sell it at a price which, considering quality, defies competition. Put up in all styles.



Staon Stove Paste

Is a compound made from pure Ceylon lead, gives an excellent black shine that will stand over eight hundred degrees of heat without burning off. Put up in penny lever tins, straight sided, so that the polish may be removed very easily without waste. Attractive package, three-color lithographed varnish label. Packed 3 dozen in wood case.



Domestic Specialty Company, Limited

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.



Ideal Silver Cream

It will clean more silverware in less time, with less expense, than any other preparation made. "Ideal" is not an electro-plating preparation; removes nothing but the dirt, leaving the silverware like new. Put up in eight and eighteen-ounce bottles, packed three dozen in case.



Satin Gloss Harness Dressing

A self-shining dressing of exceptional quality for use in finishing new and old harness, and also the best dressing for general use. It is the blackest and produces a beautiful soft, satin gloss finish, for buggy tops, saddles, fly nets, trappings, etc. Especially adapted for bench work. Put up in cans, kegs and barrels.



Very Best Stove Pipe Enamel

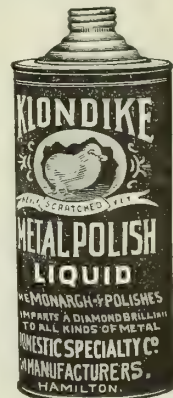
It's a Union Japan and is superior to any stove pipe varnish where quality, quantity and price are taken into consideration. Put up in half-pint and pint bottles, with cop and brush.



RE-NU-AL Wood Polish is not a varnish nor does it leave any coating on the surface, merely removes the dirt and brings the original finish back to the varnish. Removes scratches or burnt spots and will clean any varnished wood-work from the cellar to the attic better and with less labor than any other preparation.

When it comes to *Blackening Enamels and Rubber Cement* you cannot make a better step than buying from us. We say this with confidence because our goods have always given the best of satisfaction, and they pay a very substantial profit.

Send us a trial order now.



Klondike Metal Polish

The Monarch of all polishes; imparts a brilliancy to all kinds of metal. It will clean quicker and leave a brighter finish than any other. Made in black and white.

Domestic Specialty Company

LIMITED

Hamilton, Canada



If interested, tear out this page and keep with letters to be answered.



**The G.G.G.
Hame Fastener**

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

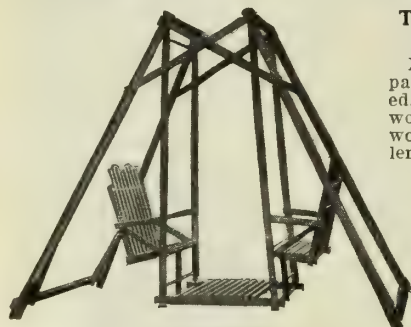
Drop a line for price.

Manufactured by

The Imperial Mfg. Company
Welland, Ontario

Stratford Lawn Furnishings

are of a Quality, Strength and Finish that make them quick and easy sellers and exceedingly popular with the trade.



**THE "ONTARIO"
LAWN SWING**

Made two and four passenger from selected, well-seasoned hardwood stock, and the workmanship is excellent.

Frame painted red, and balance finished natural and varnished. Its strength means safety.

No. 17 Lawn Chair

This Lawn Chair adjusts to four positions. Hardwood frame, varnished. Strong duck used for seat — colors green and red. Folds flat. Can be supplied with foot-rest.

Wrapped six in a bundle (3 green, 3 red.)



Write for
Complete Catalog

The Stratford Mfg. Co., Limited
STRATFORD, ONTARIO, CAN.

Something Every House- keeper Should Buy



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

The Lines Come to You

No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line
 { "B" 150 " "

MADE BY

Cummer-Dowswell, Limited
HAMILTON, ONT.



Did You Ever Buy Fireplace Goods From US?

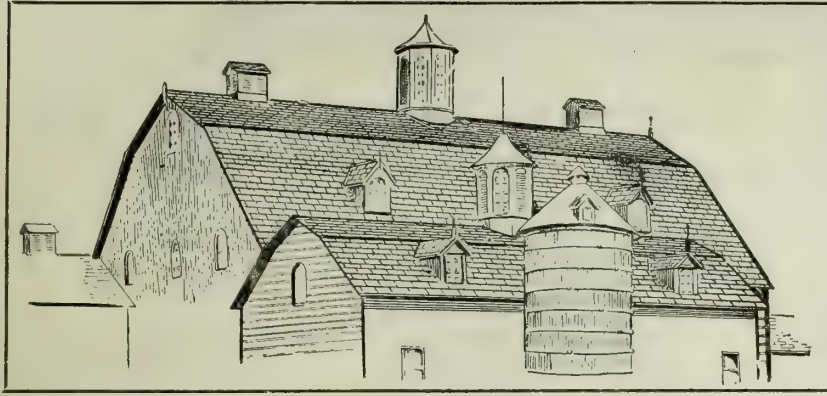
This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.





Asphalt
ROOFING
 and
**ROOFING
 SLATES**
 In Colors

For Residences, Barns, Rinks, Warehouses
 or any building—flat or pitch roof.

We do not sell direct to consumers—but through dealers.

Write for full particulars, prices, etc.

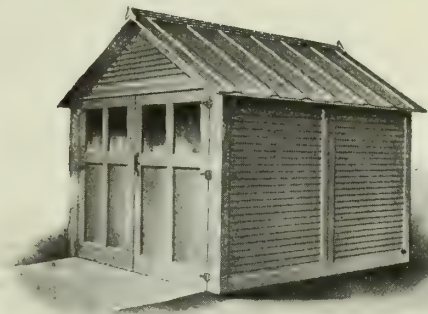
BRANTFORD ROOFING COMPANY, Limited

Brantford, Canada { **BRANCH WAREHOUSES:**
 Toronto - Montreal - Amherst - Halifax

PORTABLE GARAGES

**Cheap, Roomy, Portable,
 Storm and Thief-Proof**

Three Styles to choose from



PRESTON PORTABLE ALL-STEEL GARAGE. A strong, fine appearing, absolutely fire-proof building. All-steel construction.

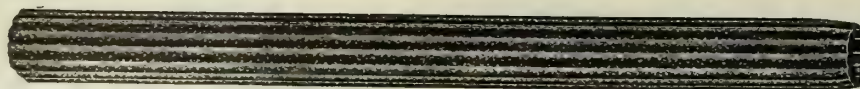
THE UNIVERSAL GARAGE. A combination wood and steel frame building. Steel clap board siding and heavy panelled steel roof. Medium-priced and bound to suit any requirements and any purse.

THE KING GARAGE. Stained wooden sides. Heavy panelled steel roof. Good-looking, portable and DURABLE. PRICES from \$65.00 up. Write us to-day for catalogue and prices on different sized buildings.

Remember, we stand behind all "ACORN" quality products. Write us at once for agency proposition.

The Metal Shingle & Siding Co., Limited - - Preston, Ontario

If interested, tear out this page and keep with letters to be answered.



You will Save Time, Money and Solder by using Our EAVETROUGH AND CONDUCTOR PIPE

Ridge Roll, Valleys, Elbows, Skylights, Ventilators and CORRUGATED IRON.
We also carry a large stock of Galvanized Sheets and Tin Plates.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

WHEELER & BAIN

179 KING STREET EAST
108 GEORGE STREET

TORONTO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen
Wire Cloth is a very profit-
able and satisfactory one.

It is quality through and through,
and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

**CANADA WIRE & IRON
GOODS CO.**

Hamilton, Ont.

Eastern Representative:

H. E. O. BULL

184 Mance St., Montreal, Que.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

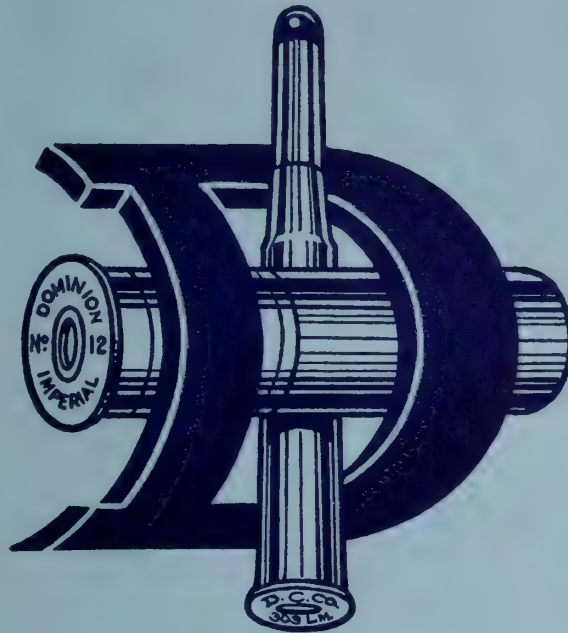
ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

If interested, tear out this page and keep with letters to be answered.



The Dominion Trade-Mark

is known to your customers.

Displayed on boxes of cartridges and shot shells on your shelves, it is the connecting link between your store and Dominion Cartridge Advertising.

Significant trade-marks, well displayed in advertising and on containers, help to sell goods when they represent high-standard articles.

Canadian Sportsmen Shoot Dominion Cartridges
Dominion Cartridge Company, Limited
MONTREAL



—the hall-mark of quality in paints, varnishes, enamels, stains and finishing material

Canada's emblem—the *Maple Leaf*, never stood higher in the estimation of the Empire than it does to-day. Never before has our trade emblem stood for more than it does to-day.

It is the identification mark, the trade-mark, of Canada's tried and proven quality paints and varnishes, etc. It stands between you and your customers as a guarantee which means absolute mutual satisfaction.

MAPLE LEAF PRODUCTS "make good because they're made good."

THE IMPERIAL VARNISH & COLOR Co.

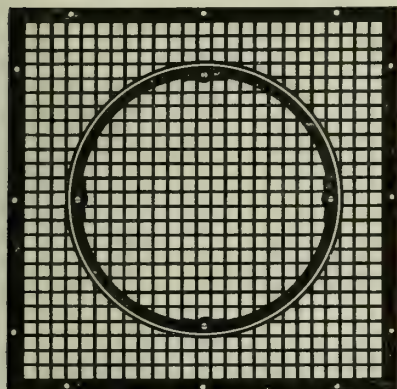
LIMITED

WINNIPEG

TORONTO
CANADA

VANCOUVER

HAVE YOU TRIED



the pipeless or, more properly speaking, the one-pipe method of warm air furnace installation?

PEASE FURNACES

can be readily adapted to this class of work. It is applicable to bungalows, one-room schools and store buildings. It is easy to instal, economical in operation and, in many cases, as efficient as the ordinary methods of installation.

Ask for prices on complete equipment as shown.



PEASE FOUNDRY COMPANY.

LIMITED.

118 KING STREET EAST, TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Wrought and Steel Plate
WASHERS
 OF ALL
 DESCRIPTIONS

**ROUND
AND
SQUARE**

**PLAIN
OR
GALVAN-
IZED**



Annealed Rivet Burrs; Felloe
 Plates; Sheared and Punched
 Plates; Malleable Washers and
 Cast Iron Washers.

PROMPT SHIPMENTS
 We Guarantee Quality and Service.

—
Wrought Washer Mfg. Co.
 MILWAUKEE, WIS.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless
and Champion.

Made of the best of Hick-
ory, nicely finished.

All leading Jobbers stock
them.

Write for prices.

J. H. Still Mfg. Co.
 ST. THOMAS, ONT.

A good profit-maker for
your Auto-Accessory
Department.

ADAMSON Vulcanizers

FOR TUBES AND CASINGS.
The tire is repaired without de-
flating or removing it from the
car.

Absolutely automatic.

Place the patch—attach the vul-
canizer, put in gasoline—light
it. No further attention is re-
quired. It can't burn, scorch
or injure tube or casings. It
can't fail to do its work. So
simple anyone can operate it.

Over 500,000 in use. Not a single
one has failed to give pleasing
results.

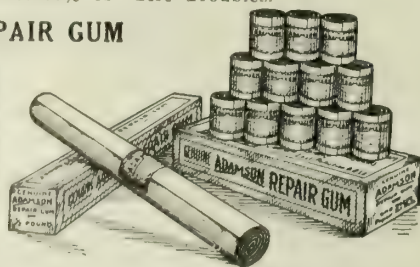
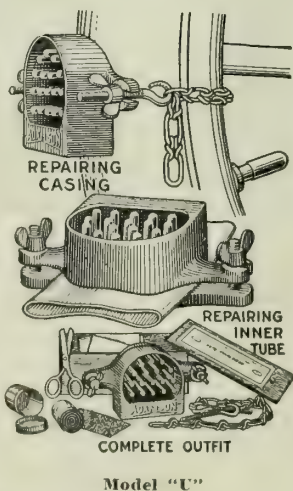
Saves 90% of "Tire Troubles."

ADAMSON REPAIR GUM

Essential in the
operation of
Adamson vulcan-
izers to obtain the
best results. Its
exclusive qualities
and advantages
are a guarantee
against failure.

No cement is nec-
essary.

MADE IN CANADA
ADAMSON MANUFACTURING CO.
 67 Bay Street North, HAMILTON, ONT.



Recollect the Old Story

of the two men who each built a house?

One of them stood the test—the other fell down.

† It was a matter of foundations.

One was rock—the other sand.

† Some Hack Saw builders put in a foundation of
Tungsten Alloy Steel.

It contains the same alloys as High Speed Steel
although not in the same proportion.

Expensive! Sure it is, but....

It stands the test.

† Other makers use Carbon Steel—Cheaper, and it gets
by until it is put to the test.

Then some one has to pay—

Sometimes it's the dealer that sold it!

† It's the little things that count.

VICTOR BLADE—CANADIAN MADE.



Victor Saw Works, Ltd.
 HAMILTON, ONTARIO

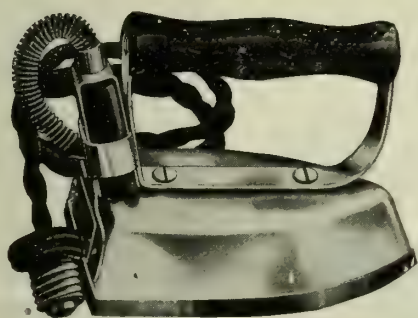
If interested, tear out this page and keep with letters to be answered.

A Few Lines of Goods Sold Under Our Own Brand, Backed by the C. L. Co. Guarantee

These goods were not adopted by us until their superiority had been proven.

THE "COLBORNE" ELECTRIC IRON

for example, has the latest improved heating element with terminal posts properly anchored, beautiful finish, latest type of cord and plugs, low in price, because we ordered them before recent advances.

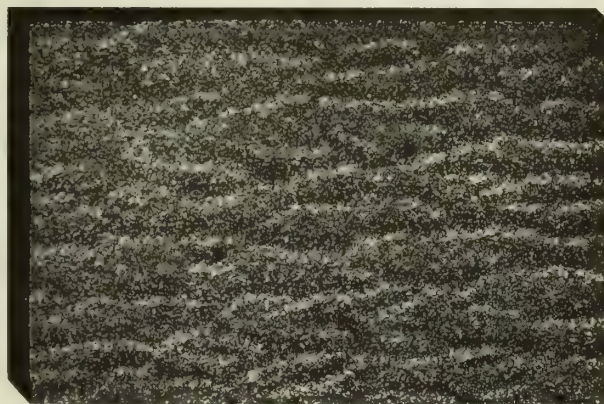


THE "CAVALIER" VACUUM SWEEPER

Fine mahogany finish case, triple bellows, good suction, rubber tired drive wheels, easily emptied. Fine bristle sweeper brush attached.

COLBORNE CROWN RUBBER ROOFING

Orders have been coming in for this high-grade roofing faster than we can fill them. It is made from pure asphalt, and contains no tar. It is unaffected by gases, acids, alkalis, etc. Rain, snow, cold or heat has no effect on Colborne Crown Roofing. Nails, cement and directions for applying are packed in the centre of each roll.



CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Success Breeds Success

Nicholson Files are made by a firm with 50 years' experience, whose annual capacity is 60,000,000 files a year, distributed over 4,000 different patterns.

Nicholson's direct and control every manufacturing process, from raw material to finished file. Their workmen are expert, and their product is acknowledged superior the world over. 90% of all files sold in Canada are Nicholson-made and are one or other of the Famous Five:

50
YEARS
IN THE
BUSINESS

**Kearney & Foot, Great Western,
American, Arcade,
Globe**

(Made in Canada)

If you want more of the file business in your locality, write us for catalogue and a copy of "File Philosophy" and say you would like our assistance, and you will get it.

NICHOLSON FILE CO.
PORT HOPE *(Jobbers Everywhere)* ONTARIO

OVER
61,000,000
FILES
A YEAR

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

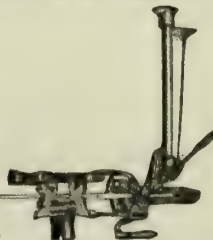
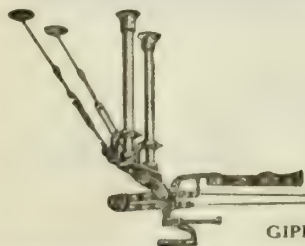
ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

FACTS



We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

**Send for our new
Catalogue F.**

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

The Wear of Sterling Silver at the Price of Plated Ware

OUR LATEST PRODUCTION introduces something unique in tableware. The public needs it. The trade has asked for it. Here it is—a ware that has the life and looks of sterling silver and yet costs no more than plated ware.

Look at the pleasing design. But note especially the Sterling silver mound hard-soldered on the back of the bowl of all spoons and forks — just at the point where ordinary plated ware begins to tarnish. Long life is assured, not only by the silver mound, but also by the heavy deposit of silver on an 18% nickel base.

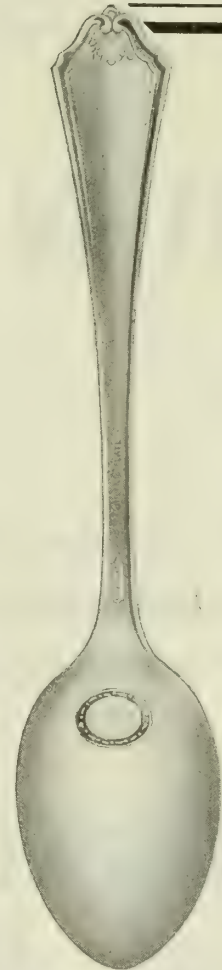
This splendid, good-wearing line sells reasonable—at prices that are worth while to you.

“The Patricia”

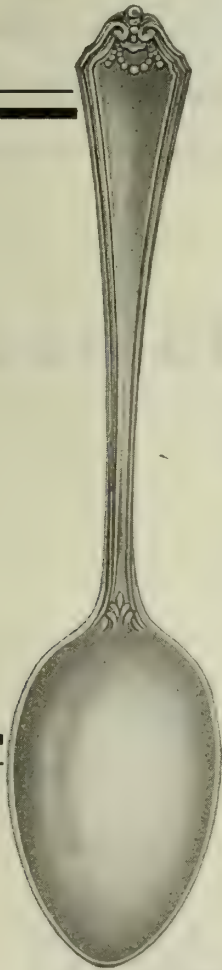
With the Silver Mound

A new production that wears like sterling and can be sold at a price that will interest you. Write for discounts on the following:

Oak Cabinets, containing 88 pieces of Queen's Plate, \$30.00.



Back—Note the position of hard-soldered silver mound which prevents wear.



Front—Note sterling character imparted by combination of colonial and bead design.

1 doz. Tea Spoons	\$4.75	1 only Butter Knife	\$.90
1 “ Dessert Spoons	8.50	1 “ Berry Spoon	2.00
1 “ Table Spoons	9.50	1 “ Meat Fork	1.25
1 “ Dessert Forks	8.50	1 doz. Dessert Knives	7.50
1 “ Medium Forks	9.50	1 “ Medium Knives	8.00
1 only Sugar Shells .....	.75		

McGlashan, Clarke Company
LIMITED

NIAGARA FALLS

ONTARIO

If interested, tear out this page and keep with letters to be answered.

SUCCESSORS TO HUBBELL

ELECTRICAL SUPPLY CO.

—the mark
that means
lamp efficiency



—the mark
that guarantees
lamp satisfaction

SUN-RAY CARBON TUNGSTEN NITROGEN LAMPS

The "Sun-Ray" label on a carbon, tungsten or nitrogen lamp is your best assurance of absolute satisfaction to yourself and your patrons.

Go after the lamp business of your town with a full line of "Sun-Ray" lamps. Remember the name. We invite early inspection. Write to-day.

Distributors:

The Amalgamated Electric Co. of Canada, 75 Bay Street, Toronto

"MAX BRAND"

METAL BUILDING GOODS and FARM SPECIALTIES

Represent Maximum Value and Adequate Profits

Corrugated Sheets, galvanized or painted		Winnipeg Shingles
Metal Sidings and Ceilings	Cornices	Skylights Ventilators
Eaves Trough	Conductor Pipe	Stock Water Troughs
Wagon Tanks	Tank Heaters	Gasoline Barrels Granaries
	Culverts	Well Curb

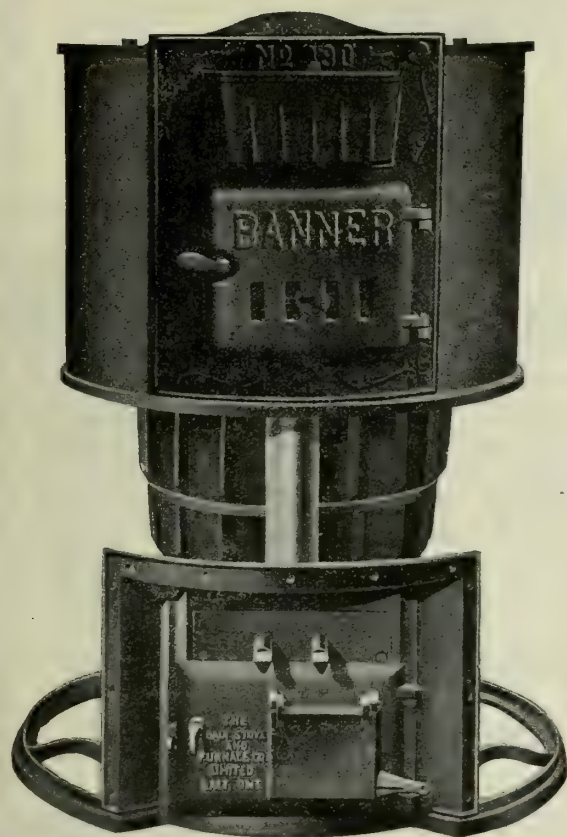
MADE FOR THE WEST—IN THE WEST—BY WESTERNERS

WINNIPEG CEILING & ROOFING CO., Limited

P.O. Box 3006

WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.



The Banner Furnace

Its Prominent Features:

THE ARCHED CAST IRON DOME connected with the Radiator gives it an exceedingly large radiating surface. THE FIRE-POT is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

THE GRATE BARS are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc., without any difficulty.

THE CAST IRON DOME is made in one piece, and is indestructible.

THE DIRECT DRAFT DAMPER is fitted with a gas damper.

THE ASH-PIT is large and roomy and is fitted with a suitable ash-pan.

THE STRAIGHT CASING. The furnace is fitted with a straight casing which gives a large space for the circulation of the cold air supply.

It is simple in construction and easily installed.

MADE IN FIVE SIZES

Banner Stoves and Ranges

Our list of Cast Iron Ranges:

The Art Banner
The Peerless Banner 2 sizes
The Sterling Banner 2 sizes
The Colonist Banner 2 sizes

Our list of Steel Ranges:

The Banner Chieftain 4 sizes
The Rexall Banner .. 2 sizes—2 styles
The Palace Banner 2 sizes
The Princess Banner 3 sizes
The Perfect Banner 2 sizes
The Economy 1 size

This is the nicest assortment of modern steel ranges made in Canada, and we can meet the wishes of any purchaser in quality and price.

The Rexall Banner Range, with enameled trimmings, glass oven door and reversible reservoir, is the most modern and practical range manufactured.

Our line of heating stoves is up-to-date—several new lines have been added this year.

We invite your request for descriptive literature.

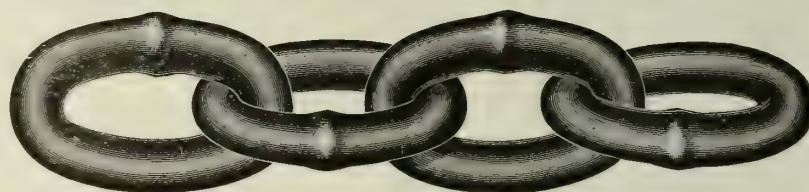
THE GALT STOVE & FURNACE CO., LIMITED

GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

McKINNON CHAIN

Strength



Service

(Design Patented)

ELECTRIC SWELL-WELD

McKINNON CHAIN CO.

Office and Factory - St. Catharines, Ont.

See That Coupon?

IF that *same coupon* pointed to a \$50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra \$5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co.
LIMITED

143-153 University Avenue

TORONTO ··· ONTARIO

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Ont.

Gentlemen:—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right—Rush full particulars. I'm interested.

Name.....

Address.....

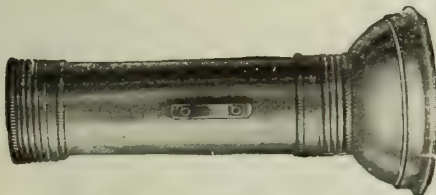
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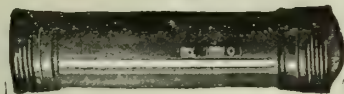
FLASHLIGHTS

LIGHT DARK PLACES LIKE DAY

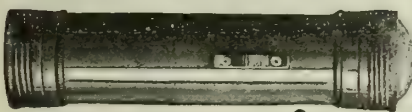
NICKEL TUBULAR



6769



6761



6766

Made in various other sizes and designs.

We make a complete range of:

Hand Lanterns.

Miniature Incandescent Lamps of every description.

Electric Bicycle and Motorcycle Lanterns.

Electric Carriage Lanterns.

They have the longest life of any flashlight on the market when fitted with "Radio" Lamp and "Radio" Battery.

They're made in various sizes, styles and finishes to suit every purpose.

They're standard from one end of the continent to the other and were awarded the gold medal at San Francisco Exposition in 1915.



1009



1028



1040

Radio Batteries have long life in use and on the shelf.

FIBRE TUBULAR



6782



6781



6786

Made in various other sizes and designs.

We also make the following:

Trouble Lights.

Automobile Sockets and Connectors.

Radio Lens Lamps

Radio Batteries of all sizes for flashlights and hand lanterns, etc.

Sold through various Distributors throughout the Dominion.

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion.

If interested, tear out this page and keep with letters to be answered.

CRESCENT WRENCHES



SINGLE END

Made in seven sizes, 4" to 18". Two finishes.



DOUBLE END

Made in two sizes. Two finishes.



THE GENUINE CRESCENT WRENCH

Bearing surface of the jaw is invariably smooth, straight and perfect.

CRESCENT adjustable wrench bearings are *sawed out*, leaving a uniformly smooth, square, clean-cut bearing, broad and flat, which will withstand the maximum strain and always permit of free adjustment of the jaws.

In all other adjustable wrenches, the bearings are *broached out* leaving a bearing surface that is always more or less uneven, broken and crumbled.

This makes all the difference between a satisfactory wrench and an unsatisfactory one. With imperfect bearings the tendency, under strain, is to spread the head, shear the threads of the adjusting screw and cause the jaws to stick. None of these difficulties is ever encountered in Crescent Wrenches. They are made in the only way such a wrench can be made and be 100% efficient.

Remember—

"Each Genuine CRESCENT has the name on the handle."

CATALOG UPON REQUEST.

CRESCENT TOOL CO.
JAMESTOWN, N.Y.

SOMETHING NEW IN A TYPE OF WASHING MACHINE

It is a Bench Washer with a Swinging Wringer

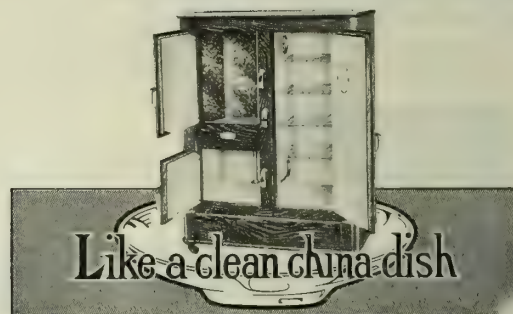
The platform is built of heavy $1\frac{1}{4}$ inch angle iron, all riveted together. The gears are all mounted on a board and are rigidly held in place. All the gears run in oil. The wringer post is bolted to the tub in order to make the post absolutely rigid. The frame is of wood and has a practical safety release. The drain spout is the faucet type, and a hose may be attached if desired in order to carry the water off to a drain. The machine can be run by either a gasoline engine or electric motor.

"One Minute" products are good for business. Try them and see.



THE
"ONE
MINUTE"
BENCH
WASHER

The One Minute Manufacturing Co.
TORONTO, CANADA



Like a clean china dish

Here is that Superb One-Piece Porcelain Lined Refrigerator—the pride of every housekeeper with the seamless, scratchless, dish like lining, brought **CLEAR AROUND THE DOOR FRAME** the genuine

LEONARD CLEANABLE

Trade Mark Reg. U.S. Pat.

made of one piece of real porcelain enamel on steel.

Keeps food in ice cold fresh circulating air. Made in the largest refrigerator factory in the world. Can be cleaned in five minutes, sanitary, and safe. **Ten Walls** to save the ice. Automatic Trigger Locks, hold the doors absolutely tight.

Awarded Highest Honors at Panama Exposition
Approved by Good Housekeeping Institutes and all purchasers

Furnished in Ash, Oak or Porcelain Cases. It is truly like a "clean china dish," with no cracks or crevices in which dirt and grease can collect.

While the Leonard Cleanable Refrigerator is for private use, it is possessed of the power of doing a public service. It will inspire you to live a little better, have more comfort, more convenience, more ambition. That is growth and uplift. Why not handle a real refrigerator? We will be glad to sell you direct at our lowest export prices. Write for catalogue to-day. Address C. H. LEONARD, President

Grand Rapids Refrigerator Co., Clyde Park Ave., Grand Rapids, Mich.

If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"EASTLAKE"

For over 30 years the brand under which the most famous Metal Shingle in Canada has been sold.

"EMPIRE"

A brand of Corrugated Iron that means "QUALITY"—first, last and always.

"HALITUS"

An efficient, practical and economical Ventilator for all buildings where there is air to be exhausted.

SOME OTHER GOOD M-R-CO. LINES:-

METALLIC CEILINGS

New catalogue just issued—it is a real business-getter, too. Write for it.

TROUGH AND PIPE

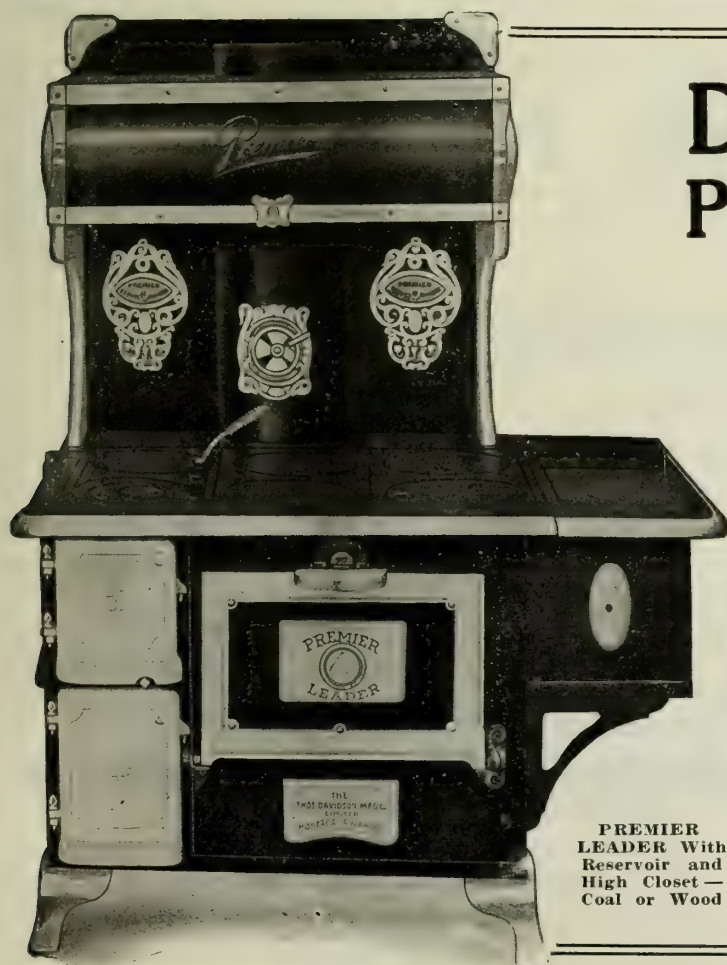
Die-Stamped Trough. Pipe that is straight and true, with a wide tight seam.

METALLIC SIDINGS

Numerous patterns, painted or galvanized, a kind for every job.

Die-Stamped Eavetrough Saves You Money !

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



PREMIER LEADER With Reservoir and High Closet—Coal or Wood

DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

The Thos. Davidson Mfg. Company, Limited

Toronto

MONTREAL

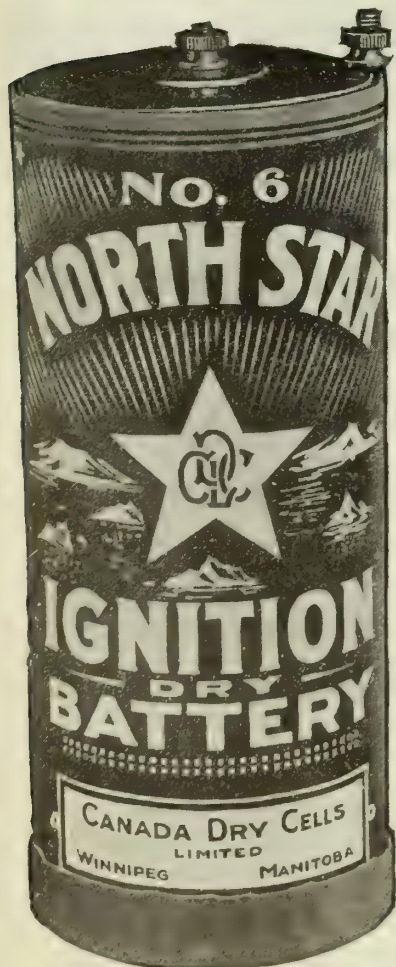
Winnipeg

"North Star" Dry Cells

SELL a good ignition battery. Anything poorer makes for trouble and loss all along the line. And a down-right good battery is our 'North Star' brand. It is made to render the desired service—not to make quick and easy money. It is made to cause its buyers to return for the same make.

Everybody knows that a battery depreciates with age, and should endeavor therefore to get the freshest batteries possible. North Star Dry Cells are made right here in Winnipeg. They are fresh. Freshness, however, is not everything—we recommend our battery because it is the best.

Canada Dry Cells
Limited
WINNIPEG, MAN.



**THE WESTERN BATTERY
FOR THE WESTERN NEED**

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett &
Webb, Ltd., Winnipeg.
British Columbia —
McPherson & Teetzel,
Vancouver.



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

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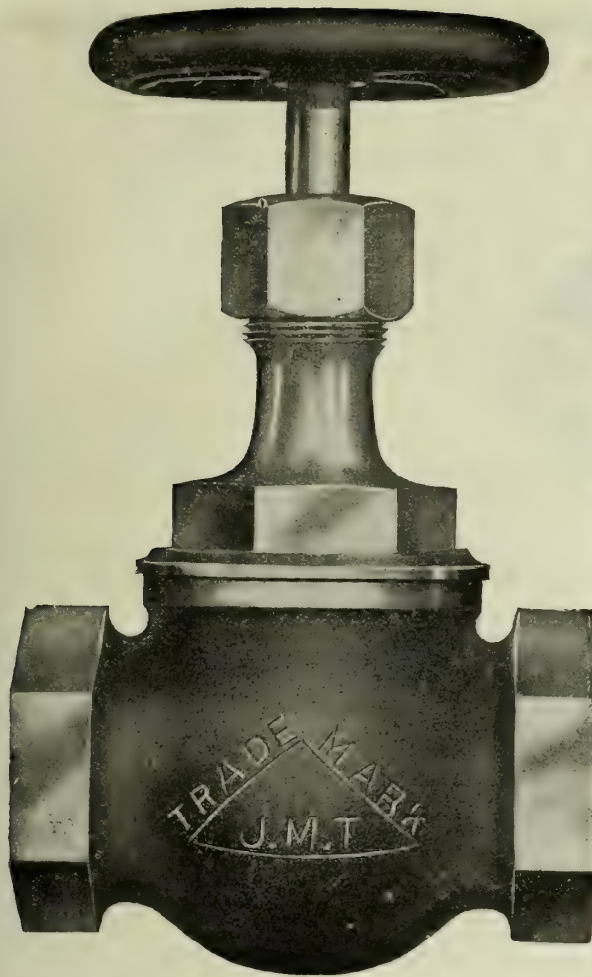
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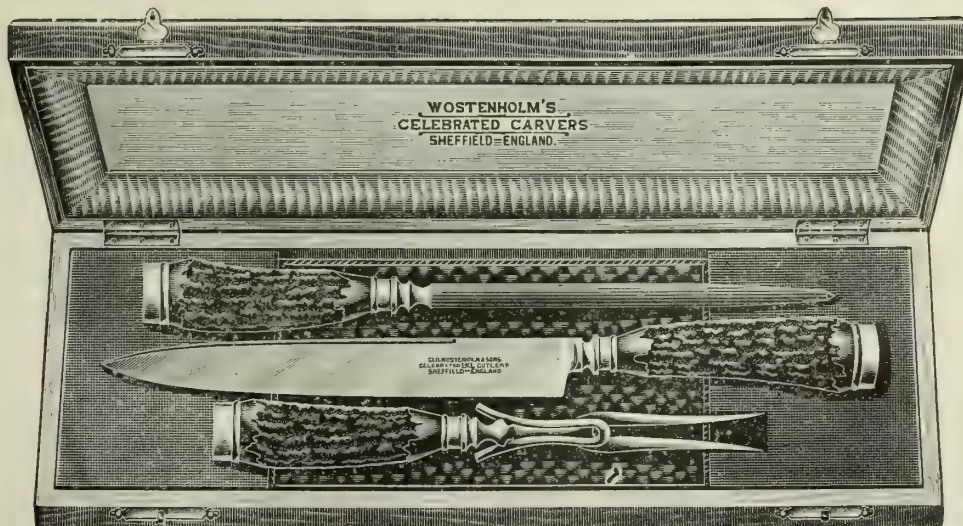
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JUNE 17, 1916

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Merger Completed of Large Paint Firms

The Sherwin-Williams Co. of Canada Absorbs the Canadian Branch of the Martin-Senour Co.—Plans For Future Are Not Yet Given Out—The History of the Two Companies

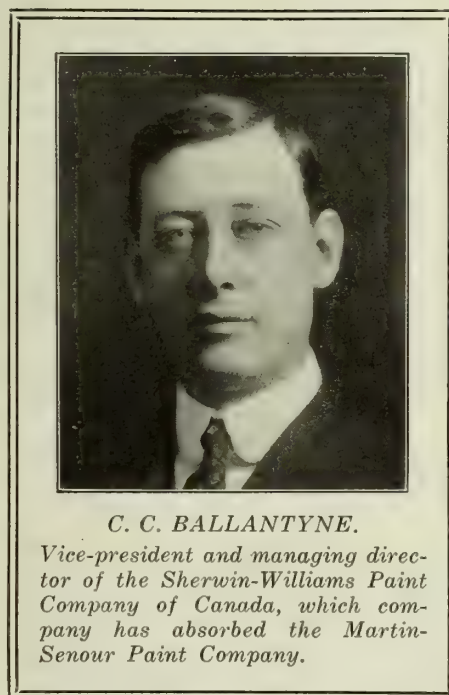
A DEAL has been completed by which the Canadian branch of the Martin-Senour Co. is absorbed by the Sherwin-Williams Co. of Canada. The companies concerned in the deal have operated on so extensive a scale that the merger constitutes the most important development that the hardware and paint trade in Canada has seen in some years.

The deal has been pending for some time. This has been known to Hardware and Metal, but it was deemed inadvisable to make any reference to the negotiations until it could be stated definitely that the deal had been closed. It is now learned that the negotiations have been completed. It is impossible to say as yet what arrangements will be made covering the future, but it is probable that the business of the Martin-Senour Co. will be continued as in the past and under the old name, as was done following the absorption of the Canada Paint Co. by the Sherwin-Williams Co. It is probable that the latter company will make an official announcement shortly.

The Financial Side

The deal will create widespread interest in financial circles owing to the magnitude of the concerns involved. The Financial Post says:

"Following the recent intimation that the Sherwin-Williams Company of Canada was planning to extend its interests in the Canadian paint field by the absorption of another concern, The Financial Post is in a position to say that the organization referred to is the Martin-Senour Company. Further, it is reported on good authority that negotiations have been consummated, and, though the Martin-Senour Company may in the future maintain its individual identity in the trade, as does the Canada Paint Company, it will be one with Sherwin-Williams so far as finances are concerned. There is no official confirmation of the reports, nor is there an official denial. The Post brought the matter to



C. C. BALLANTYNE.

Vice-president and managing director of the Sherwin-Williams Paint Company of Canada, which company has absorbed the Martin-Senour Paint Company.

the attention of C. C. Ballantyne, vice-president and managing director of Sherwin-Williams, but he replied that he had nothing whatever to say in connection with the matter.

The conditions of the absorption as reported are that the stock held by the shareholders of the Martin-Senour Company, which was in the hands of a comparatively small circle and was controlled by a few individuals, has been bought outright by the Sherwin-Williams Company or by parties closely identified with the company's interests. It is probable, therefore, that the merger so far as the company is concerned is being financed out of surplus funds.

The latter company through its facilities for the production of linseed oil and white lead, will, by the acquisition of new interests, not only increase its output of finished products and, thereby its selling profits, but will also

develop a new and favorable market for the raw materials which it produces.

The merger now consummated has a particular interest as the latest step in the ambitious plans for the development of the Sherwin-Williams Co. of Canada. The first material step was taken five years ago when the Canada Paint Co., itself a consolidation of twenty years' standing of the three biggest Canadian paint firms of that date, was taken over. Although the Canada Paint business has been conducted since under that name, and separate selling organizations have been maintained, the interests of the two concerns have been entirely merged, and the direction has rested in the hands of the Sherwin-Williams Co. of Canada. The next step was the separation of the Sherwin-Williams Co. of Canada from the parent body in the United States and the merging of Lewis Berger & Sons, of London, England, with the Canadian company. Walter H. Cottingham, a Canadian, remained president of both Sherwin-Williams companies, C. C. Ballantyne becoming vice-president and managing director of the Canadian concern. The new step, which links up the Canadian business of the Martin-Senour Company with S-W-P, will materially increase their connection on the Canadian market.

Ten Years in Business

The Canadian branch of the Martin-Senour Co. was established in January, 1906, with headquarters at Montreal. W. H. Gerke was placed in charge, and under his energetic management the business developed very rapidly. It became in a very short time one of the leading paint firms in Canada. Three years ago a branch office was opened at Toronto, with J. H. Conover in charge, and a separate sales force was established for the Ontario field. Branch offices later were opened in Winnipeg and Vancouver.

Trade Mark Worth \$1,000,000 a Letter

President of Large Corporation Stated Their Trade Mark Was of That Value—American Tobacco Company's Trade Marks Valued at \$45,000,000, One-Fifth of Total Assets—Right to Trade Mark Dates Back Only 50 Years.

"I WOULD rather have a celebrated trade mark than a million-dollar plant," a well known captain of industry is reported to have said. A manufacturer of jewelry and gold and silver ware, in a suit to prevent the infringement of one of his best known marks, testified that this particular mark was worth \$2,000,000 in money. The president of another well-known corporation, in a speech at a celebration of its success, made the statement that each letter of one of its word marks was worth \$1,000,000. The value of the trade marks of the American Tobacco Company, as shown by the dissolution proceedings in the United States Supreme Court, was estimated at \$45,000,000. The entire assets of the trust was worth \$227,000,000. That is one-fifth of the assets of this great corporation were considered as being in the trade marks. That its marks were so valuable is not surprising, for it had been the policy in the formation of that organization never to take in a competitor unless he had a valuable mark to identify his goods.

Cities Even Recognize Value

The recognition of the great value of a trade mark has within recent years led not only traders, but cities and states to adopt a mark, which, if not strictly a trade mark, indicates that the goods bearing it came from a particular locality, or were made by a certain people. Some years ago five hundred Irish manufacturers adopted a mark to indicate goods manufactured in Ireland. This association has been very successful. A great number of new members have joined and many fraudulent users of the mark have been prosecuted. The City of San Francisco has adopted as its mark a representation of the sun setting in the sea with the name of the city underneath. South Dakota has adopted a shield, across the face of which is a reproduction of the State and the words: "Made in South Dakota." Iowa has adopted two concentric circles with the words "Made in Iowa" in the outer circle, and the head of a hawk on a wheel enclosed in the inner circle.

At Mercy of Jobbers

Textile manufacturers formerly did not as a rule use trade marks upon their goods, nor attach much importance to a mark if used. They have, however, seen that they were dependent upon the pleasure of jobbing houses if they had

What the Canadian Government Deems to be Trade Marks

The following extracts from the Canadian statutes bearing on Trade Marks from the "Act Respecting Trade Marks and Industrial Designs" is of interest from a Canadian standpoint:

"5. All marks, names, labels, brands, packages or other business devices which are adopted for use by any person in his trade, business, occupation or calling, for the purpose of distinguishing any manufacture, product or article of any description manufactured, produced, compounded, packed or offered for sale by him, applied in any manner whatever either to such manufacture, product or article, or to any package, parcel, case, box or other vessel or receptacle of any description whatsoever containing the same, shall, for the purposes of this Act, be considered and known as trade marks."

"16. A general trade mark once registered and destined to be the sign in trade of the proprietor thereof, shall endure without limitation."

"17. A specific trade mark, when registered, shall endure for the term of twenty-five years, but may be renewed before the expiration of the said term by the proprietor thereof, or by his legal representative, for another term of twenty-five years, and so on from time to time; but every such renewal shall be registered before the expiration of the current term of twenty-five years."

no identifying mark, and the use of trade marks by them is becoming general.

Definition of Trade Mark

The term "trade mark" denotes a distinctive mark or device showing that the article to which it is affixed is manufactured or sold by a certain house or firm. By recent statutes a trade mark must consist of or contain at least one of the following essential particulars:

1. A name of an individual or firm printed, impressed, or woven in some particular and distinctive manner.
2. A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade mark.
3. A distinctive device, mark, brand, heading, label or ticket.
4. An invented word or words.
5. A word or words having no reference to the character or quality of the goods, and not being a geographical name.

Fraudulent Infringement a Criminal Offence

No action can be brought for the infringement of an unregistered trade mark. For an ordinary infringement the remedy consists in damages and an injunction. But fraudulent infringement is a criminal offence, punishable with fine and imprisonment, beside forfeiture of the goods in respect of which

the offence has been committed. Foreign goods bearing a trade mark in use in the United Kingdom may not be imported unless the trade mark is accompanied with a definite indication of the country in which the goods were produced. As the right to a trade mark is always the exclusive right to use it in connection with a particular class of goods, it can be assigned or transmitted only in connection with the good-will of the business concerned in making those goods. It is determinable with that good-will.

Right Dates Back Only 50 Years

Though it has been the custom from earliest times for merchants to distinguish the goods of their own manufacture from those of their rivals by affixing to them some special symbol or device, by way of trade mark, it is only since a comparatively recent date that an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement. It is only within the last fifty years that this right has obtained statutory recognition, and the use of trade marks been made the subject of legislative enactment.

This is all the more surprising in view of the early attention bestowed by the Legislature upon two other important species of "intellectual" property.

viz., patents and literary copyright. More than a hundred years after the famous Statute of Monopolies (1624) and eight years after the passing of the first Copyright Act (1734) we find Lord Hardwicke, the then Lord Chancellor of the United Kingdom, refusing to grant an injunction at the suit of a maker of playing cards to restrain the defendant from manufacturing and selling cards bearing the counterfeit of the plaintiff's mark. He did so on the ground, among others, that he knew of no instance of the granting of an injunction to restrain one trader from using the same mark as another. He held that to impose such restraint would be fraught with mischievous consequences. This observation, however, he qualified by the remark that if it were done with fraudulent design or to draw away customers from the rival trader, whose mark is thus appropriated, that might be sufficient to maintain an action.

In the earliest authentic instance of a successful attempt to restrain trade mark piracy the case of Sykes vs. Sykes in 1824, fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the circumstance of this case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

The Courts of Chancery also exercised a concurrent jurisdiction in cases of this kind. Their ability to grant an injunction restraining the continuance of a fraud proved a very valuable supplement to the award of damages—the only form of redress obtainable at that time in the common law courts. But even the Chancery judges for a time retained the doctrine that fraudulent intention was a necessary ingredient in an action for infringement of trade mark, and refused to grant an injunction unless the plaintiff first proved his case in the common law courts.

Toilsome Determination of Right

Gradually, however, the view gained ground that the owner of a trade mark has a genuine proprietary interest in his mark, which he is entitled to have protected against invasion and infringement like any other right of property. The case of Millington vs. Fox, decided in 1834, definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent. The decision in this case signalizes the full recognition, at least in Chancery courts, of trade marks as property capable of legal protection.

The fusion of the principles of common law and equity, effected by the

Judicature Act of 1873, brought the common law courts into line with the Chancery. From that date the plaintiff was no longer required to prove fraud, but merely that the "get up" of the defendant's goods actually did mislead, or was calculated to mislead, the public into believing them to be the goods of the plaintiff's manufacture.

Means of Protection Provided

To provide adequate means for the protection of the trade mark there was passed the Merchandise Marks Act of 1862, and later the Trade Marks Registration Act of 1875. The Trade Marks Registration Act of 1875 introduced a new era in the history of trade mark law. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks was established and placed under the control of the Commissioner, afterwards the Comptroller of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand, the Act required the publication of all

registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883 expressly barred the use of geographical names and words describing or commending the quality of goods "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheatmeal bread and biscuits, was rejected as descriptive.

Meaning of Trade Mark

By the Trade Marks Act of 1905 a trade mark was defined by statute of the British Parliament as:

"A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture, selection, certification, dealing with or offering for sale."

A trade mark is not in any sense a guarantee of quality. It warrants neither excellence nor uniformity. But the manufacturer, ever mindful of the value of having his trade mark associated with these qualities, as a rule strives to have his goods known because of their excellence and uniformity.

Merger Talk Not Taken Seriously

Directors of the Opinion That There is Small Chance for an Amalgamation—Regard the Law as Being an Impossible Barrier, if There Was Any Thought of a Merger

THERE have been persistent rumors of a merger of the Dominion Steel, the Nova Scotia Steel, the Algoma Steel, and the Steel Company of Canada. From information gathered from those who are in a position to know it would seem there are slight grounds for such a rumor.

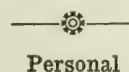
"I think such a development is a very improbable thing," stated General James Mason, president of the Home Bank of Canada, and a director of the Dominion Steel Corporation. "I have noted the reports in the newspapers. But as stated in one of the papers recently such a merger would be contrary to law. There is nothing in the Montreal story with respect to the merger so far as the Dominion Steel is concerned," concluded General Mason.

"I have heard nothing to the effect that there is a likelihood of a merger of the three concerns mentioned, that is so far as our company is concerned," stated W. D. Matthews, and one of the directors of the Steel Company of Canada. "I do not think there is any truth in the report," he concluded, in speaking to The Financial Post.

"I am not in a position to say. You will have to try and find out in some other way. My position prevents me from giving an expression of opinion on the matter," declared Sir Henry Pellatt, of the firm of Pellatt & Pellatt, stock brokers, who is one of the directors of the Dominion Steel Corporation.

"We have heard rumors to the effect that such a merger was in the air for the past six months," said one of the officers of one of the companies. "It might be within the bounds of possibility, but as yet I have heard nothing official about it. I am not in a position to say anything on the question, for I have really heard nothing about it," concluded the officer in question.

"You can take it from me that all the talk about such a merger is mere moonshine," said another official.



Personal

L. T. Walls, Winnipeg, has resigned from the sales staff of the Steel Company of Canada, and joined the Manitoba Rolling Mill Co., Winnipeg.

Trade Mark Goods Make Selling Easier

They Help Business Rather Than Act as a Millstone—They are a Guarantee That Manufacturer is Not Afraid to Put His Name to His Wares—They Carry Profits Which Cannot Be Cut Into.

SLOWLY and toilsomely through many years manufacturers have been working their way toward some positive form of identification for their goods. From the earliest days of the manufacturing industry it has been the aim of far-seeing manufacturers to retain the identity of their goods. Without their trade mark or brand the peculiar qualities associated with their particular goods has largely been lost. Men have ever been jealous to keep the reputation for their goods. They put the best product of their brain and ingenuity in those goods, and they rightly felt that they had a right to some distinguishing mark. To this end the trade mark has developed.

It has only been within the past fifty years that the law courts have recognized fully and freely that manufacturers are entitled to some distinguishing badge. Pirates there have been in the manufacturing world the same as there has been upon the high seas. These pirates were men lacking in ingenuity and constructive genius. So they were desirous of making up in cunning and theft what they lacked in real worth. It took many years of painful groping through the musty records of law before this right was recognized. The courts were often the stolid time-servers, who were slow to give the protection that should have been afforded to patient merit. Manufacturers knocked long at the door before they were able to invoke the protection which their industry and perseverance and skill deserved. It has been a long struggle toward the goal of establishing the right to the trade mark.

But it has been established finally and beyond question. Now that this milestone has been passed it is well to take a survey of the things that have been accomplished. For the retailer these are many. It has been the fight of the manufacturer in the past to establish his right to a distinguishing badge. Now it would seem that the harvest is ripe already to harvest for those who come after. In this case it is the retailer who is one of those who will benefit. But how?

Trade Marks a Lift—Not a Load

With all these advantages which the manufacture has been careful to foster, it will not take very astute perceptive powers to see that trade marked goods are a help to trade not a hindrance. They are a lift not a load. Of course,

Here are Some of the Things Which Trade Marked Goods Mean to the Retailer

1. They are a lift in selling goods—not a load.
2. With the right lines, properly advertised, it is not necessary to spend in arguments time which should go in service to the customer.
3. Good Trade Marked articles bring bigger profits because of the advance work in advertising done in a national way without cost to the retailer.
4. Trade Marked goods carry a gross profit equal to unbranded articles; in many cases even more.
5. Net profits can be shown by the manufacturers. They will be in a position to help the merchant build his trade and decrease the percentage of marked-down prices.
6. They will give a sense of security and confidence in quality that will assist the merchant greatly in pushing his sales.
7. They will eliminate the possibility of cut-throat competition.
8. Goods with a well-known trade mark are already sold in large measure before they reach the retailer.

there are those brands which even yet may be able to practice deception. Quick to see the advantage which such goods may carry, they will no doubt devise brands which will suit their purpose. As pointed out elsewhere in this issue, trade-marked goods are not a guarantee of quality. But they do help the customer to identify those goods when they embody qualities that insure further trade.

Likewise if they identify goods which have real merit and worth they will identify goods which have no merit and no worth. The consuming public is to be the ultimate judge in this matter. Certain it is that there is every incentive for the manufacturer of genuine and durable goods to put his best science and skill and knowledge into his goods. It is not the habit of manufacturers of spurious goods to shout their name or brand to the high heavens. Like the heathen Chinee, their ways are dark and unseemly. They do not care to have everything dragged out into the limelight. If they can hide behind a veil of anonymity they are all the better pleased.

Goods Are Already Sold

Another of the advantages of trade-marked goods is that which the retailer secures through advertising campaigns

which have been carried on in a national way. Customers have already been made. He simply hooks his cart to the horse and gets into the band wagon. Sales have already been created because the goods and the trade mark are already known to the people who will buy these goods. The proper foundation is already prepared for him. He simply cashes in on it. Of course, there are many lines which have not yet become known in a national way. But they will become increasingly so. The trend of the whole business development is toward having products which can be positively identified. Manufacturers will ever seek to disseminate publicity about their goods. It will be a growing commodity rather than a decreasing one.

Bigger Profits Result

Through this volume of advertising, which has already been done, larger profits should result to the retailer who handles trade marked articles. He not alone gets a larger trade through this publicity, but he gets a good profit on the articles. They are protected in the first place through the reputation which the trade mark brings to them. And they are able thereby to secure the margin of profit which legitimate business de-

mands. The gross profit of trade-marked goods is equal to and in many cases surpasses that of unbranded goods. With the systematic attempt to give wide publicity to these goods the profits should be very much in excess.

Decrease Mark-Down Prices

In very many cases the re-sale price is fixed by the manufacturers. This insures to the dealer a definite profit which he can look forward to. Manufacturers can inform him exactly what net profit he can anticipate through the handling of their goods. This establishment of the resale price eliminates the possibility of marking down prices to a point where there is no profit for the retailer. There is some incentive under these conditions for the merchant to press his sales. It should help him greatly to extend his

trade. The chance for cutting down prices to an unwise margin will be, in a large measure, done away with.

Sense of Security and Confidence

One of the big features which trade-marked articles should do for the retail merchant is to give that sense of security and confidence that the quality of the goods are what they are represented to be. With such a feeling that the manufacturers are ready to stand back of their goods by risking their reputation through the publicity of a trade mark, it will give that confidence which dealers often lack. They have the assurance that the manufacturers believe in their goods. It is an earnest that they too have good reason to believe in them. One of the very successful merchants in a small town built up a \$65,000 business yearly

largely, as he says, because he believed in his own goods. He stood back of them with his guarantee. If they did not satisfy the customer he was at all times ready to give them their money back.

This feeling of confidence is greatly aided and helped along by the use of trade marked goods. Care should first be taken to see that a wise selection of trade marked goods is made. Well-known brands will assist greatly in bringing about the attitude of mind that is sure of the articles handled—sure because he **believes** the quality is there, and sure because he **knows** the quality is there. These are the psychological attributes of mind which should give the merchant that confidence that is the basis of all successful trade building and article selling.

Registering a Trade Mark at Ottawa

Cost is \$35 or \$40, Including Patent Attorney's Fees—"Special" Trade Marks for One Line, "General" Covering Everything—Injunctions Issued Where Priority is Proved

Written for Hardware and Metal by a Patent Attorney.

THERE are two kinds of registrations or copyrights that apply to trade marks, the one for "special" lines, the other a "general" one. A special trade mark is the exclusive right given to a firm to use that special name or brand or device of any kind for one line of goods.

A general trade mark is the right given to a firm to use its name or trade mark or brand exclusively for any number of goods which it may turn out or handle, and at the same time prevents any other firm from using this name. No other firm could use this name even if it wished to apply it to goods that were not turned out by the firm to whom the privilege had been granted.

\$35 or \$40 for Registering

It is easy of course to understand that these general trade marks and registrations are more difficult to secure than the special ones.

The cost of registering these trade marks with the Dominion Government under the Patent Branch of the Department of Agriculture is quite moderate, \$35 for a separate, \$40 for a general. The government cost is \$25 and \$30 respectively and a patent attorney is usually paid about \$10 for his work. Of course when a drawing has to be made, as in the case of machinery or special devices, the cost is added to this, but all the clerical work is covered by the \$10 charge of the attorney. The special trade mark is good for 25 years, when

it has to be renewed for a similar period at the same cost, but the general trade mark is good for all time.

Priority in Use May Break Registration

The government department is very strict in connection with the registration of trade marks. As a rule priority decides which firm shall have the right to a certain trade mark. I mean by that that if a firm shows that they have been using a certain trade mark for some time, say for a few years, and have built up a business on the basis of that, and that the public is familiar with that trade mark, that it helps to sell the goods, but unfortunately they have omitted to have it registered, no other firm even if it applied first, is allowed to retain a copyright on this name. Even if the second firm secure a registration and the first firm brings its case before a court it nearly always happens that if they can prove priority in use an injunction is issued against the use of their trade mark by the second firm. Thus, the court can rescind the action of the department.

Search Under Both Heads

When a search is made at Ottawa it is not difficult to find out whether a name has been used before, as all trade marks or brands are tabulated under two headings, one special and one general.

Where Foreign Firm Can Get Injunction

In the case of United States and British firms, many of them of course regis-

ter their name in Canada, but where this is not done and a Canadian firm appropriates the brand name, it is usually a simple matter for the outside firm to get an injunction by showing that their brand has become well known and they have gone to some expense in obtaining publicity for it and that they would suffer a hardship by the use of it by a Canadian firm. There would be no objection in regard to making use, however, of a trade mark or brand that has been used for one line of goods and adapting it to another line.

As a rule it is well for firms to have an out-of-the-way name for trade marks, as this makes it easier for them to get registration and there is less likelihood of this name being confused when used for other lines of goods. The department usually refuses registration on an ordinary firm name such as "Thompson," when a single name only is used. The position they take, of course, is that any other Mr. Thompson might claim the right to give the brand "Thompson" to the same line of goods if he were manufacturing them, and the department would have little to say against his claim. On this account it would be usual in that case to use an initial or some other name with this; or better, not to use the name at all.



Langham, Sask.—Rooklidge & Ferfuson, hardware, have been succeeded by John Dredger.

Manitoba Association Achieves Success

Convention in Winnipeg is Very Largely Attended and Brisk Discussions on Trade Topics Result—The Mail Order Menace the Chief Problem Faced—Wider Organization Work is Stimulated.

THERE have been attempts made many times to get the retailers of Manitoba together in convention, but not until this year has anything approaching success been achieved. The Retail Merchants' Association have been strong in Winnipeg for some time, and have done considerable good work. However, only during the past year has a serious effort been made to get the whole province organized. Recently the association secured the services of J. H. Curle, who has been assiduously getting things in shape for months past. As things stand now, in point of numbers the province is way ahead of the capital.

The second annual convention of the Manitoba branch was held in Winnipeg on June 6, 7 and 8, and in every way it was a remarkable success. In view of the short time the association has been in existence, it was thought by some that this meeting would be a dismal failure. The number of delegates who came in from the country astonished everybody. There must have been close on two hundred, while almost that number of visitors, representing jobbers, wholesalers, and other bodies, registered their names from time to time. From point of interest, it was one of the most successful conventions ever held in Canada by the Retail Merchants' Association, as a number of movements were set on foot, which will undoubtedly be brought to a successful conclusion, resulting in benefit to the retail trade throughout the whole Dominion.

The question which seemed to be uppermost in the mind of everybody was, How can the retailer combat the mail order house competition? The question popped up almost every minute, and scores of solutions were offered. Wholesalers suggested one thing, credit men another, while the retailers had their own pet solutions. There were business experts there to solve the problem, preachers too, and a successful business man from Minneapolis. Then there was a visitor from Saskatoon, who received an attentive hearing; he had his solutions. Merchants who have banded themselves into what is known as the Merchants' Consolidated Limited, also came out with their panacea for the ills of the retailer. All the papers read, all the addresses delivered, and all the discussions which followed, seemed to veer around to this one question: "How can the retailer fight the Mail Order Houses?"

What was the outcome of it all? In a nut shell, it has been decided that the president of the Retail Merchants' Association of the three prairie provinces shall form committees, which will meet committees appointed by the wholesalers, and there and then thresh out these matters—not the mail order questions only, but all matters affecting the relation between retailer and jobber.

One fact seemed clear — that many delegates present had a deep seated impression that the jobber was to blame, in a measure, for the present state of things. Some thought otherwise, and ap-

plauded every suggestion that "the jobber was their best friend." At certain stages there was considerable cross fire between the jobbers present and retailers who had come with specific complaints to make. At times the discussions became unpleasantly warm, and somebody suggested that boxing gloves be ordered, or it would be necessary to call the ambulance.

When it was hardware, the discussion centred around nails and barb wire, these being the two lines on which competition is most keenly felt. When it was groceries, soap was in the limelight. The drygoods men took blankets for their topic. A special afternoon was set apart for a conference on these matters between jobbers and retailers, but through some misunderstanding, only a few jobbers attended. These did not come equipped to answer the scores of questions, and it was thought best to let the matter stand over until it could be properly attended to by committees from both sides.

This fact was made plain: that in the case of lines in which competition was most keenly felt, the mail order houses were either selling below cost in order to establish a reputation for cheapness, or else they had purchased when the market was very low.

These were the most important matters discussed, and full accounts of these discussions may be found elsewhere in this issue.



Manitoba Branch, R.M.A., in Convention at Winnipeg



Banquet of the Retail Merchants' Association of Manitoba, held at the Fort Garry Hotel, Winnipeg.

The Opening Session

After the registration, convention was called to order on Tuesday afternoon, June 6th, by C. F. Rannard, president. The Mayor of Winnipeg extended a warm welcome to delegates from outside points. He was followed by J. W. Kelly, president of the Winnipeg branch. C. F. Rannard, president of the Manitoba Association, replied, and in his address stated that trade was turning more and more on the spirit and personality of the man behind the counter.

These formalities being over, the chairman called upon E. M. Trowern, Toronto, secretary of the Dominion Board, to address the gathering. Mr. Trowern dealt with problems that could only be tackled as a united body from coast to coast. He took his hearers back to the early days when the Retail Jewellers' Association of Canada was first formed, telling how they tried to effect reforms and failed. To use his own words, "They went to Ottawa with a shot gun, and should have taken a cannon." It was then that the Retail Merchants' Association of Canada was formed. Mr. Trowern cited one or two cases where the association had removed difficulties which had been bothering the retailer for years. They had succeeded in making it a crime to use false advertising. He cited one or two cases where they had been successful in bringing offenders into court, one of the cases cited being that of the 33c paint, full details of which have been given in *Hardware and Metal* and *Canadian Grocer* on previous occasions.

During the afternoon, reports of the provincial officers were given, which are dealt with fully elsewhere in this issue. The treasurer's report showed that considerable growth had taken place in the association during the past year. He announced that there was \$730.32 to their credit in the bank.

Mr. Rannard, president of the association, in his address paid great tribute to the Manitoba Government. Much important legislation had been enacted, which ought to be reflected in a better and more prosperous community. He referred to the temperance legislation, which he thought would be of great commercial benefit to every retail merchant in the province, diverting ten million dollars per year into channels of legitimate trade, and helping to raise a high standard of manhood.

J. H. Curle, secretary of the association, dealt particularly in his report with the co-operation of retailers and wholesalers. He said that he had received many complaints against jobbers who were selling direct to consumers. For the purpose of removing these grievances, a joint committee of wholesalers and retailers was formed, and a start made in the right direction. They had done much to prevent having bankrupt stocks slaughtered to the disadvantage of other dealers. He referred also to the efforts of the association in the direction of getting questionable and misleading advertisements excluded from the newspapers. Exaggerated statements made by dealers regarding jewellery have been checked up, and prosecutions followed where there had been a violation of the Gold and Silver Marking Act. Mr. Curle's speech is dealt with fully on another page.

At the Tuesday evening's session, two addresses were given on "Commercial Preparedness." A. L. Struthers took the subject "Getting More Business," while the Rev. W. J. Hindley, a Winnipeg minister who was formerly Mayor of Spokane, Wash., addressed the gathering on "The Retail Merchant as a Community Builder."

The Wednesday Sessions

A start was made on Wednesday morning at 9 o'clock, addresses being de-

livered by D. B. McGee representing the wholesalers, and C. H. S. Bamford, representing the sales managers.

Sales Manager Speaks

While Mr. Bamford's speech was particularly interesting to hardware dealers, the advice handed out by him could be used by dealers in almost any line of trade. He made it clear at the outset that he was not representing the manufacturers or jobbers, but the Sales Managers' Association of Canada.

Almost immediately, he launched out into the question of the mail order houses, first minimizing their importance by stating that only 6 per cent. of the total retail business in Canada is done by mail order houses. "Surely," he said, "it is not an economic condition so terrible that it makes the teeth of the retailer chatter."

He recommended fighting mail order houses with their own methods; first, they were efficient and the retailer must be efficient; the mail order houses and department stores had brought waste down to a minimum, and the retailer who would succeed must prevent wasteful leaks. Mr. Bamford also laid great emphasis on cleanliness, which he said was one of their biggest assets, and quickly appreciated by the public.

He next launched into the question of window and store dressing, and urged the country merchants to develop their talents in this direction. They all knew that there was room for improvement in this respect, and as a rule, window and store dressing in the average country store, even in the city stores, was enough to drive away trade instead of inviting it.

A part of Mr. Bamford's speech was devoted to the question of markets. The mail order people, he said, watched the markets and their catalogues were compiled months in advance of the season

they were gotten out for. He believed it would pay the retailer to take a leaf out of their book in this respect. Then they must have courage; the average retailer was too timorous in backing his judgment on market conditions and in dealing with the public, particularly in the matter of extending credits, and collecting accounts.

The speaker offered several suggestions to the Retail Merchants' Association of a practical nature. He would have them engage a corps of experts in window and store dressing, in waste saving, in advertising, and in accounting; these men to travel through the country. Mr. Bamford had a word to say about advertising, and strongly advised his hearers not to spend money on hotel and pool room advertising. It would be better to secure descriptive price cards from a good sign painter, which were snappy and attractive, thus riveting the attention of the customer on the goods and resulting in more and quicker sales.

Finally he dealt with the question of eliminating the jobber. He asserted that nobody would eliminate the jobber because the most successful manufacturing plants in every country recognized their influence. He believed that the jobber's future was full of promise, and instead of being eliminated, he would be elevated to a higher business plane.

Always Will be Jobbers

Following the address delivered by C. H. S. Bamford, there was considerable discussion, which at times became very heated.

Among those present at the convention was J. L. S. Hutchinson, of the Saskatoon Hardware Co., who is better known through his connection with the Canadian Supply Co., a wholesale concern with headquarters in Saskatoon, being run on a co-operative basis. Mr. Hutchinson was called to the platform, and replied to some of the points brought up by the speaker.

He said he did not think the jobbers and retailers had got together a bit too soon. It was absurd for anyone to say there should be no jobbers. He believed there would be jobbers as long as there were retailers; what they must agree on was that there were too many retailers, and too many jobbers, and their ways of conducting business were far too expensive. It was necessary for both of them to adjust their ways of doing business; the mail order houses were here to stay, and they must get together to fight them.

One important point he wished to raise, and that was that the retailer should look to the jobber for protection on those goods which the mail order houses were featuring. If the mail order houses could go out and buy goods six months in advance, and pay for them with cash, it was up to the jobber to

see that the retailer was protected on such goods as nails, fencing, etc. If the jobbers did not do this, then the sooner the retailers carried their own stocks, the better. The speaker said he was not in favor of co-operative buying, but if the jobber would not help them, it was absolutely necessary for them to do something along these lines. One thing was sure, that the present system of jobbing needed brushing up, just the same as the retailers needed to do a little brushing up, and the only way to accomplish this, was for the two to get together.

Considerable had been said about the farmer buying in the cash market. "Why," asked Mr. Hutchinson, "should not the retailer buy in the cash market too? What inducements have the jobbers given to the retailer to pay cash outside of their offer of 2 per cent?"

There was hardly a wholesaler in Winnipeg to-day, he ventured to say, who did not sell to mail order houses at a better price than he did to the retailer. If jobbers only refused to sell to mail order houses, the effect would be felt from one end of Manitoba to the other. The trouble was the retailers were asleep; if they were organized to a man, it would be impossible to have this put over them.

Mr. Trowern (interrupting)—"The East also."

Mr. Hutchinson—"Yes, but these are western conditions that we are up against."

There was considerable uproar in the building when Mr. Hutchinson announced that some of the wholesalers had gone into the mail order business themselves, and the time was coming when they would have to do something in retaliation. There was no doubt whatever that their enemies were the mail order houses, and the big department stores, and that the jobbers were their best friends; it was strange, however, that the jobbers wanted to hold them down, but they could not hold the other fellows down; if they could only do that, it would be lovely.

In conclusion, Mr. Hutchinson said, that he hoped the result of this meeting would be that the Manitoba convention next year would be ten times as large as this was. One man could not do the work. It was necessary for them to form joint committees for the three provinces and get to work with the jobbers. The jobbers' future depended on the retailers' future, and vice versa.

Going Direct to Public

When Mr. Hutchinson had taken his seat, he was followed by W. E. N. King, of Neepawa, who complained that he was pestered to death with the wholesalers trying to get the business of a man in his district who was putting up a barn. All the manufacturers and job-

bers were jumping over themselves, he said, to get the business. He also referred with considerable heat to the fact that a man in his town who did not possess a store had been sold goods at wholesale prices.

R. L. Gillerlain, Manitou, drew attention to the fact that a certain shot gun which it had been claimed could not be bought by mail order houses was bought by a mail order house at \$24 or \$24.50. The speaker said his price from the jobber was \$30. The mail order houses were able to sell it at \$27. By the time he put his cost on, the price was so great, he was held up by his customers as being an extortioner. The speaker blamed the jobbers for being responsible for these conditions, but he was not singling anyone out.

At this point Mr. Waldon, of the Marshall-Wells Hdwe. Co., called Mr. Hutchison's attention to the fact that he had said that all jobbers in Winnipeg sold mail order houses. His firm, he said, had not had a transaction with the largest mail order house in Winnipeg in the last five years.

Mr. Rannard—"That's helping the retailer."

Things had begun to get rather heated up to this point, and someone arose to suggest that they send out for boxing gloves, or else it would be necessary to send for the ambulance. He pointed out that they were an hour behind schedule and were not arriving at anything. He moved that they dispense with further discussion, and refer these questions to the resolution committee, who would bring in a recommendation.

Mr. Gillerlain, Manitou, interrupting, said that his only objection to this motion was that they had the men here now and would probably not be able to see them again.

Mr. Kelly, secretary of the Winnipeg association, seconded the motion, saying that there would be another convention coming, when he hoped there would not be this cross fire; that they would work more together.

Other members rose and said that many of those present would like to see the matter threshed out on the floor of the house. Some absorbing questions they said had been brought up by Mr. Hutchison, and they had come hundreds of miles to have these matters attended to. It was not only hardwaremen; there were grocers and dry goods merchants who had the same grievances.

It was agreed that this matter should be taken up by the resolution committee and that conferences be held with representatives of the jobbing houses in order to arrive at a definite conclusion.

Addresses in Evening

The Wednesday evening session was taken up by addresses. W. H. Ault, of the Ottawa Department of Agriculture,

delivered an address on "Marketing Eggs," which was very similar to that which he gave at the Regina convention. While the convention was on a demonstration of egg candling was given in a special booth in the building.

The second address was by Prof. J. W. Mitchell, professor of dairying, Manitoba Agricultural College. He took for his subject "Marketing Butter." Prof. Mitchell dealt almost entirely with the marketing of dairy butter. He said that the amount of dairy butter made in Manitoba had almost doubled during the past three years. Some principles in operation in the manufacture of creamery butter, he said, could be used in making dairy butter. The creameries were grading and paying on a basis of quality, and there was a tendency for produce merchants to buy on that basis too.

He suggested that merchants, unless they knew that butter was going into immediate consumption, should put it up in solids, as the larger the surface, the longer the butter would keep. If the butter was to be held in storage, it should be kept at a temperature near freezing point. Prof. Mitchell suggested that butter be graded at the country store. He knew that it was hard for them to do it, and that they had their customers to contend with; but if they were going to give satisfaction all round, it would be necessary for them to grade it sooner or later.

He gave some advice on the making of solids; recommended that new tubs be used which were clean, and lined with parchment paper. The tubs should be packed as neatly as possible. Where the butter was packed in stores, under no condition should they use soap or candy boxes. They should select their butter, and not pack it together. It should be selected as regards quality and color; the light lines should be in separate tubs. The butter should be sent to the market as soon as possible.

The speaker suggested that merchants could help considerably by passing on information to the farmer. If there was a defect in the flavor, he should get the farmer to improve it. If the butter was mottled, they should try to get rid of it. Mottled butter was due to there not being enough moisture, and due to the fact that the salt was not evenly distributed. He recommended the use of a fine grain salt.

Prof. Mitchell urged his hearers to use their influence in getting farmers to ship to the creameries as much as possible, as only in that way could they work up a dairy industry of which they would be proud.

At the close of the address one of the delegates asked Prof. Mitchell if it was safe to keep other things with the butter in the refrigerator. Prof. Mitchell replied in the negative, adding that the



J. H. TRELEAVEN, Winnipeg,

First vice-president of the Retail Merchants' Association, Manitoba Branch, in 1915. Mr. Treleaven is a grocer.

butter should be kept where the air was pure.

The Banquet

Wednesday night the association held their second annual banquet in the Fort Garry Hotel. Premier Norris, Mayor Waugh and other prominent men of the city and province were there, and spoke confidently of Manitoba's wonderful future, and of the power and aid in its development that an organization like the Retail Merchants could give.

The dining-room was crowded with delegates from all points in Manitoba and from Winnipeg, who sat down to do justice to a menu that included a rare combination of delicacies. Over all hovered the spirit of good fellowship and co-operation.

Speeches were delivered by Premier Norris, Mayor Waugh, Vere Brown, A. L. Crossin, William L. Harris, D. D. McDonald, Rev. W. J. Hindley and E. M. Trowern. Mr. Norris emphasized, in his speech, the fact that Manitoba was rich in minerals, and said that he hoped to see Winnipeg in a few years a large mining camp. He said, however, that no matter how rich Manitoba may be in minerals, agriculture should be improved, since it was the chief industry in the province.

J. W. Kelly, president of the Winnipeg branch of the association, presided at the banquet. He announced that Mr. Lang, of Messrs. Russell-Lang, had donated a banner to be awarded to the town that had sent the largest number of delegates.

At the conclusion of the banquet, a flashlight photograph was taken of the assembled delegates.

Thursday Session

Nearly the whole of Thursday morning was taken up with addresses and

short discussions. W. H. Hammel spoke on "Retail Accounting Simplified and Illustrated." W. E. Hawkins took for his subject "Insurance Problems," with special reference to the Workmen's Compensation Act as it affects retail merchants. W. E. Taggart, fruit markets commissioner of British Columbia, delivered a splendid address for the grocers and general merchants on "Preserving fruit without sugar."

In the afternoon officers for the coming year were elected.

The nominating committee's report that President Rannard had been nominated for a second term was greeted with great approval by the convention. Mr. Rannard was unwilling to accept either the work or the honors of the position for another year, and it was only the wish of the entire convention which finally prevailed upon him to agree to re-election.

Officers Elected

Other officers elected were: Vice-president, J. A. Banfield; second vice-president, A. G. Box, hardware dealer, members of the firm of Box Bros., Souris; secretary, J. H. Curle; treasurer, T. S. Connell.

Both Mr. Curle and Mr. Connell were also re-elected.

Delegates to the Dominion convention: J. A. Banfield, T. S. Connell, Horace Chevrier, C. F. Rannard and W. T. Devlin.

The rest of the afternoon was given over to a most interesting discussion between wholesalers and retailers, on problems affecting both.

The convention closed with a few well-chosen remarks from the president, followed by three rousing cheers and the singing of the National Anthem.



TO MAKE SAWS, KNIVES AND TOOLS

Having acquired all the stock and holdings of the R. H. Smith Co., saw manufacturers, St. Catharines, Ont. New offices have been elected as follows:—C. J. Shurly, president; Wm. Shurly was formerly senior member of Shurly and Dietrich, Maple Leaf Saw Works, Galt, Ont., disposed of his interests in the latter company six years ago. R. F. Shurly, Toronto, was elected vice-president; Fred Shurly as general manager and treasurer, H. W. Byrne, general superintendent, M. M. Parks, secretary. The new owners are remodeling the plant and installing considerable new equipment which they state will enable them to make saws, knives, and tools of high quality. The head office of the company will be located at St. Catharines, Ont.

C. F. Rannard, President, Calls on Manitoba Merchants to Co-operate

IN his address on the opening day of the Convention, C. F. Rannard, president of the Manitoba Association, sounded a clear call to the merchants of the province to stand together, to co-operate, to seek a higher level of business efficiency, and to render true service.

He said: "Mr. Chairman and members of the Retail Merchants' Association of Manitoba.—In presenting the annual address as president of this association, I find myself moved by conflicting emotions. I appreciate more than you can know the honor which you have shown me in electing me as the president of this association and organization, which, I believe, is calculated and planned to bring to the retail trade not only a higher standard of efficiency, but a stimulus and pride in our opportunity of community building.

"At the outset of my address I desire to express my appreciation, also to the other members of the executive committee who have been associated with me in the year's work; they have all proven themselves broad-minded, broad-hearted, unselfish men, willing to leave their own personal business at any time to attend to the various matters that come before us, and this association will be fortunate, if, in future years, as efficient and unselfish a group of men can always be found to carry on its important affairs.

"This annual convention still finds our country in the throes of the cruellest and most exacting war that the world has ever known, a war that is not only taking a tribute of our noblest sons from our best homes, but has left its paralyzing hand on business and commercial development and is contributing to the already acute burdens of our business men. Our hearts have been filled with pride at the glorious valor, and splendid chivalry, with which the country has responded to the great call of service overseas, and we pay our highest tributes to those who have made, and are making, their great sacrifice for King and country.

"Manitoba has much to be thankful for in conditions as we find them in spite of a world at war. The crop of 1915 was a providential uplift and blessing to our people, and times today, in spite of the depressing conditions of war, are wonderfully improved to what they were a year ago.

Tribute to Government.

"We owe much to our present government for the high ideals of public life and the efficient administration of public affairs which their first year has demonstrated to the public. Much important legislation has been enacted, which ought to be reflected in a better and more prosperous community, the most important of which was, no doubt, the passing of the Macdonald Act, which will be of great commercial benefit to every retail merchant in the Province of Manitoba, diverting the money, amounting to nearly ten million dollars a year, from that which was worse than human wastage, into the channels of legitimate trade and helping to raise a higher standard of sobriety, frugality and efficiency among the purchasing classes.

"The Retail Merchants' Association of Manitoba operates, as you know, under a Dominion charter, each province being empowered to nominate five delegates who form a Dominion board. There is a feeling in some of the Western provinces that we ought to have a distinctively Western branch of this Dominion board, inasmuch as the interests of the East and West are so dissimilar, and also because distances are so great that frequent meetings of the board are a physical and geographical impossibility.

"You may be asked during this convention to decide on your attitude regarding this matter, and if it is decided that a Western organization be formed, let us remember and emphasize the duty as well as the purpose of the largest and highest measure of co-operation with the organization of the East, inasmuch as questions of paramount interest, before the federal government, will require the united effort of all the Retail Merchants' Associations of Canada, and can never be successfully presented by any small sectional groups. The annual meeting of the Dominion board is to be held in Winnipeg in the month of July, when Manitoba must be represented by five of its best members, who will look after our interests as well as aid in bringing about better federal laws in the interests of retail trade throughout the Dominion.

Association's Policy:

"The policy of our Association is to secure the co-operation of every retail merchant in Manitoba of high standards of shop-keeping, that

commercial exchange may be developed that wastage and loss by overlapping, price-cutting and suicidal competition may be reduced to a minimum, and that many abuses under which the individual merchant suffers to-day may be remedied, and larger opportunities for his service to his community created.

No Protection Before.

"Before this Association was organized there was little protection for the retail merchant. He was the target for fakir and thimble-rigger, who exploited the community and generally left between two streaks of light. The trading stamp and phoney premiums were debauching his business, his credits were uncertain and unscientific, and he was driven from pillar to post by exactions that were often unreasonable and unfair; but by working together many of these old abuses have been eliminated, wise and remedial legislation has been secured, scientific credits are coming more and more to the front, and a healthy and hearty spirit of fraternal co-operation is being evidenced more and more every day so that it seems no idle boast to say that here in the West we are on the eve of a new era in merchandising, so that if this spirit grows as it should the retail merchant will find many of his excess burdens taken from his shoulders, and he will be able to distribute his goods to the ultimate consumer at the least possible cost and the highest standard of salesmanship.

Clean Advertising.

"The success of business enterprises is linked with judicious advertising. No commercial activity is more closely connected with every other commercial or industrial enterprise the world over, nor is any single line of business so interwoven in these modern times as advertising retail business. To a greater extent than is generally realized, a business is built and successfully carried on by advertising. If it is true and correct it has a big influence in swaying your business in a right direction, but if it is false and dishonest it will act as a loadstone to your business.

"Why is it that advertising stands on a much higher plane than it did a few years ago? Because, in early days advertising was used in the promotion of almost every act of fraud, and people looked askance upon everything that was advertised, but nowadays it has acquired a new dignity and new strength. Business in Canada is facing better days. The national confidence has been quickened with the result that sincerity and honesty play bigger dividends than ever before.

"Let our motto be 'Truth in Advertising.' The greatest enemy to successful advertising and to successful business is the quack and the faker, and the more money they contribute the greater the loss. Every time a man or woman is cheated by a bogus advertisement the pulling power of all advertising is so much weakened, because the faker and the publisher accepting the advertisement have taught just so many more people to distrust all advertising. There will be more advertisers and they will get more and quicker results when the quacks and the fakers are driven out of business, and during this last few months this association has been driving them out of business every day, and I am sure all advertisers will agree that they ought to be driven out, as they are a detriment to all channels of better business, as well as defrauding the public out of their money.

Our legislative committee has been able to assist, by counsel and co-operation, in securing several pieces of important legislation. We have a 'Bulk Sales Act' so framed that no man can sell his business, put the money in his pocket, and depart for fields new and pastures green, without his paying his just debts. There may be objectionable points in the legislation at present framed; if so this organization ought to be big enough and wise enough to so amend them as to meet the changing or enlarging demands of the times. It is not the intention of this kind of laws to harass honest men, but rather to prevent the crooks getting away with the spoils. Legislation bearing on the creation of a small debt court was also secured, and while the present status may not be all that we desire, yet it will facilitate collections of petty debts by the retail dealer at a minimum cost, and I am sure will repay you far more than your membership fee you have paid to this association.

Acts Need Amending.

"The attention of the legislative committee is respectfully directed to some of our present needs.

"(a) The Hawkers' and Pedlars' Act' requires amending, and while some slight changes have been made in it, it is still far from satisfactory, but this much has been gained: every municipality taxes the hawk and pedlar, and it is up to the individual retail merchant to see that his municipality enforces same.

"(b) We hope also that this Association will be able to secure an alphabetical arrangement of property owners in the registry office so that credits and collections might be facilitated and strengthened thereby, as it will be much easier and less expensive to trace up any property an owner holds in his own name.

"(c) We also recommend legislation known as the 'Not Sufficient Fund law,' which will make the kiting of cheques, or their utterance by irresponsible people, a penal offence punishable by fine and imprisonment.

"(d) The enforcement also of absconding or defaulting debtors to return to their community and pay their accounts is legislation which would be of great service to our members.

"(e) Your attention is also cited to the fact that the Province of Saskatchewan has adopted the 'Food and Supply Bill,' by which the merchant who supplies a farmer with food and clothing, or any other material incident to the production or harvesting of his crop, can be given a first lien on that crop after the government seed grain lien has been satisfied, so that, next to the government itself, the retail merchant's claim would have precedence.

"(f) We should also give strong support to the Manitoba government in its present interest and purpose of improving land providing for rural credits. Nothing will do more for the retail merchants in the country town than the freeing of the farmers from the present cumbersome and expensive system of financing farm loans; if some of these excess burdens could be taken from the farmer's pocket book the liquidation of the merchant's long-standing accounts will be made that much easier, and it would do a great deal to place our business more and more on a cash basis and enable us to successfully compete with mail order business. As we all know, the long standing credits, with the average losses, have imposed a hardship on the retail merchant.

"(g) The co-operation of our Association is also earnestly requested with the work of the railway commission which has been accomplished by conference and co-operation in the handling of perishable goods, especially in winter, and on the question of demurrage, as well as some small relief in matter of rate. There is some concern being manifested just now in the likelihood of the railroads being allowed to raise their rates and if this is permitted no class will be more vitally concerned than the retail merchants of Manitoba, who will be caught by it, both going and coming.

Vital Questions.

"In the course of the programme to be presented at this convention questions of vital interest will be introduced by experts in their particular lines and your earnest and attentive hearing to these papers and discussions is respectfully invited. We have represented on this programme speakers from the Dominion and provincial governments, technical men from our departments of agriculture, and representatives from the various mercantile organizations, both wholesalers and manufacturers, so that in presenting this programme the executive committee feel that they have opened up large fields of profitable discussion.

"The Retail Merchants' Association of Manitoba offers its members the advantages of its credit reporting bureau with its exchange and compilation or ratings (all of which are kept confidential), and if every retail merchant would send in his own records and use this department, I am sure that this Association could save their members hundreds of thousands of dollars, besides bringing about a better and sounder condition of affairs.

"I would also recommend to your thoughtful consideration the advisability of organizing an insurance company for our own protection on the basis of "mutual co-operation," found today in many of the more progressive organizations of our kind, as I am satisfied that such a department for insurance purposes would not only be a great money saver, but would be an added attraction in the securing of new memberships and larger interests.

Need Publicity Department.

"I would also recommend for your serious consideration the advisability of organizing a 'publicity department' whose bulletins, or better still, a monthly journal, would keep the members in touch with the Association, outline needed and pending legislation, conduct efficiency studies in modern merchandising, publish reports on matters of interest and in general, to serve as a medium of information and education among the retail merchants of the province. Such a publication would be a small financial investment compared with the fine results that I believe would follow a more inti-

mate understanding of our problems and a closer touch with each other during the year.

"And now just let me urge upon you in closing a larger measure of interest and co-operation in the work of our Association. I am satisfied that the small fees at present collected might well be increased to say \$12 or \$15 a year in order that greater service could be rendered you and a more complete organization of retail trade of Manitoba be effected.

For 1,000 Members.

"At the present time we have a membership of about 800, 350 of them in the city, and 450 out in the province. This number should be increased to 1,000 in Winnipeg, and 1,500 in the province, and this, with a slight advance in dues, would provide sufficient funds to thoroughly modernize our organization and bring its best influences and service to the door of every retail merchant. At the present time we enjoy most harmonious relationship with the Manitoba government, Winnipeg executive officers, Grain Growers' Association, the wholesalers and manufacturers, and we unhesitatingly declare our policy between them all to be one of the most friendly co-operation with 'equal rights for all and special privileges to none.'

"Business men are realizing as never before that trade turns more and more on the spirit

and personality of the man behind the counter, and that the man who denies himself the fellowship and confidence, and co-operation of other men engaged in his own line of business sooner or later suffers in his own character and efficiency, and in the rapidly moving procession of business progress will soon be trailing far in the rear. The Retail Merchants' Association is calculated to develop the best and broadest elements of the business man's character, which increases his confidence and regard for the other business man across the street, sharpens his intellect by presenting new methods and new ideas, increases faith and confidence in himself, and all the latent good that is in human nature; and the retail merchant who holds himself aloof from his fellows and eats his heart out in envy and suspicion, whining and complaining against his task and his day, will, in the very near future, be absolutely eliminated from the twentieth century business success.

"If business is slow go out and visit your customers, drop across the street and chat with your competitors, get in closer touch with your community, and see if you have not over-looked some of the possibilities that have lain dormant about your door, and if this contention does nothing more than to revive your faith in yourself, your neighbor, and your country, your visit here will have been well worth while."

Report of the Provincial Secretary J. H. Curle

J. H. CURLE, who has been secretary of the Association for the past eight months, submitted the following comprehensive report: "During the year there have been 16 meetings of the board. One of these was the advising committee appointed at the last convention, and five joint meetings with the Winnipeg branch executive.

"On December 1, 1915, your officers attended the meeting of the railway commissioners for the purpose of securing satisfactory arrangements for the shipment of perishable fruit.

"They have had five meetings with Cabinet Ministers dealing with legislation. During the last session of the legislature, an Act for the recovery of small debts was secured. Representations were made to the government that there should be uniformity in taxation as applied to retail merchants in this province regardless of whether the business was done direct with the consumer or through the mails.

"In respect to the Workmen's Compensation Act, it was shown that retail merchants should not come under the provisions of this Act as practically no accidents had happened in connection with retail business, and that it was a gross injustice to require merchants to be liable for insurance premiums which carried no benefit with them.

Co-operating With Wholesalers.

"We have received many complaints against jobbers who sell direct to consumers and who at the same time profess to recognize the rights of the retailer. For the purpose of removing many of these grievances, a joint committee of wholesalers and retailers was formed and a start has been made. This committee can now deal with such questions more effectively than could be done formerly. To prevent or lessen the evil of having bankrupt stocks slaughtered to the disadvantage of other dealers, a suggestion was made to the wholesalers at one of their meetings by Horace Chevrier, that they establish trade sales in Winnipeg and other suitable places for the disposal of these stocks. Already this idea is being tried out in a small way, and it is hoped that it will grow and prove successful.

"The office is continually invited to give opinions on many legal points. These are now taken care of by our solicitor, R. B. Kilbourne, who is willing at all times to give our members preliminary information.

"Many retailers are taking advantage of the insurance department in having their fire and other insurance policies examined. The changes and suggestions made by the manager, W. E. Hawkins, has not only safeguarded merchants in case of fire, but he has assisted merchants in getting their fire losses adjusted. This service is being used quite freely by retailers in the city and should be taken advantage of by a greater number throughout the province.

Credit Reports.

"One of the most important features of the work of our Association consists in compiling credit reports or ratings. These can only become entirely satisfactory as the office receives promptly the rating forms filled out by our

members. The elimination of the 'deabeat' can only be brought about through the co-operation of our merchants. We might well follow the example of the wholesalers all over America, who through the exchange of ledger information can easily determine whether a customer desiring credit is worthy of it or not. No better form of protection can be established than that provided in a credit bureau for merchants. The best authorities place great emphasis upon this department of our work. As soon as each and every merchant is ready to let loose the information, credit reporting can be made a real protection to every merchant who desires to use it.

"For some time, your officers have tried to complete arrangements for the auditing of freight bills. We have had men in view, but the offers for experts made by the railroads has caused some delay in getting this work under way. We expect to be able to handle this work satisfactorily very soon, as we are now in touch with the best freight bureau in the West.

"I am pleased to report that our members are using the office to a greater extent than ever before. We are called upon for information, advice and assistance in connection with all de-

partments of the retail business, and I can assure you that the office staff has tried faithfully to give you good service and carry out your wishes as far as possible. I hope that you will make the greatest use of your association even to refusing to have anything to do with any proposition submitted to you about which you are in doubt before it has been reported upon by your association office.

Joint Committee Formed.

"Within the last year a joint committee of commerce and agriculture has been formed in the West. This committee consists of 20 farmers and 20 business men. It was felt that such an organization could do much to help solve the problems of the West. As you will be advised of the work of this body at the banquet on Wednesday evening, I will not go into details. At a recent meeting, a sub-committee consisting of the president and the secretary of the Grain Growers' Association and the secretary of the Retail Merchants' Association was appointed to enquire into and report upon the market for produce in Manitoba. The desire of this committee is to provide information which will improve the price for farm produce and remove from the market disreputable dealers who have been charged with fleecing the public. Your board has adopted the policy that more can be accomplished by taking a hand in improving conditions than could ever come by merely looking on. There is a great opportunity for retail merchants in Manitoba to become leaders in their own towns by studying local conditions and working with the farmers for anything and everything that will bring about greater prosperity.

"The Association has demands made upon it in the city that are not so common in the smaller towns or cities. The present system of taxing business as provided for by the Winnipeg charter is a discrimination against retail merchants, and was brought about largely through the indifference and lack of organization in Winnipeg at the time the commission was appointed to receive suggestions from the various organizations affected by the business tax. At present there is an investigation under way which is likely to result in a more equitable assessment.

"Through the efforts of this Association, assisted by members of the Winnipeg Advertising Club and the newspapers, many questionable and misleading advertisements are being refused and others removed from their pages. The exaggerated statements made by dealers in jewelry have been checked up and prosecutions have followed where there were violations of the Gold and Silver Marking Act.

"It would be quite impossible for me in a report of this kind to go into all the details of the work which has been undertaken, but I would just remind you that there is much that will only come to the notice of the individual who receives the service rendered. The success of our organization can be measured largely by the service it renders, and that service is largely dependent upon the co-operation, support and goodwill of the individual merchants all over the province."

Treasurer's Report.

The treasurer's report was read by T. A. Connell and showed the growth of the Association during the past year. The cash in the bank on March 31, 1915, had amounted to \$647.07, while the cash receipts for 1915-16 totaled \$4,504.21. The disbursements for 1915-16 amounted to \$6,420.90, leaving the Association \$730.32 to their credit in the bank. The report was adopted and the suggestions therein referred to the resolution committee.

NEW ORE TUNNEL

When the present tunneling being done in the iron ore deposits of the Nova Scotia Steel has been completed the company will be able to produce ore at a cost as low as (if not lower than) any of the large iron mining concerns across the border. The ore reserves are estimated in the billions of tons, and it is expected that normal market levels will mean a profit of \$1 a ton at least. If the general steel operations, coal mines and car works will provide funds for fixed charges and preferred dividend, it is believed profits from the iron ore department will amount to a handsome surplus for the common. The development of the iron ore department promises to be the main feature from now on.



A. G. BOX

Souris, Man., elected second vice-president of the Manitoba Branch of the Retail Merchants' Association of Canada.

Hardware & Metal

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JUNE 17, 1916 No. 25

LACK OF ideas is often only the difference between thinking you have not time to think and making up your mind to think.

* * *

TO WILL to conceive new ideas about the conduct of your business or the arrangement of your stock is the foundation on which all constructive ideas must be reared.

THE QUESTION OF FIRE INSURANCE

AT the annual meeting of the Canadian Credit Men's Trust Association, held in Winnipeg, the attention of the meeting was drawn to the fact that a certain dealer had recently been burned out, suffering a loss of \$20,000. This merchant did not carry any insurance whatever. It was suggested that when it was discovered that no insurance was being carried, a meeting of creditors be called, and all credit from such a man be cut off.

It was decided to defer this matter for the consideration of the incoming board. Whether such action would be fair or not, is a moot question, but it is important to the retail trade as showing the importance attached by manufacturers and wholesalers to the question of insurance. One cannot overlook the fact that a large percentage of the stock carried by some retailers is really the property of the firms who supplied the goods. To a certain extent whether a man carries insurance or not is a gauge of his reliability, for few merchants in good standing would allow their property to go very long not covered by insurance.

GOOD PRICE AND GOOD REASON

WHY is the price-cutter? This is not a conundrum or a Chinese saw, or anything like that. It is a question as to the reason why the price-cutter cuts prices. Very often, one is compelled to admit, he has but scant reason. The mere securing of an extra customer or two, *for the moment*, is no good reason why prices should be lowered. A customer with steady purchasing power is worth two at the end of a bargain ticket. Frequently a grocer cuts his price on a certain line and gets a few new people in. But they come to buy that bargain, and often that alone. They go to their regular man for the rest of their goods. Therefore the bargain-maker injures the regular man, and for little good to himself, since he only gets *incidental* and not very regular trade. A low price with a poor reason is penny-wise tactics.

A good price with a good reason will sell far more goods; and more, it will build up a permanent business structure. Good quality is the best of all reasons. Good-price-for-good-quality will beat out low-price-for-poor-reason every time. Why? Because the former is business for always; the latter, business for a day. It is better to charge a fair price when your article is worth it, than lower the price to cost without full and adequate reason. Build for to-morrow as well as to-day.

PERSONAL ELEMENT IN SALESMANSHIP

BUSINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an incident, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so much tea and sugar. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

SOME VACATION HINTS

NOW that vacation time is close at hand, it would be well to pay heed to the very excellent advice given by H. Addington Bruce on the question. He says:

One common mistake is to choose as the place for the vacation a spot too far from home. This means a long and wearisome journey both at the outset of the vacation and its close. Tired nerves are set on edge before the vacation really begins.

A change in surroundings is always desirable when one takes a vacation. But it is better not to leave home at all than to travel too far for the change in surroundings.

Still more common is the mistake of beginning one's vacation too strenuously.

A person whose working time is devoted to a sedentary or practically sedentary occupation, cannot expect to plunge instantly into a vigorous outdoor life without experiencing ill effects. Yet this is precisely what many people of sedentary occupation do.

Again, other people fail to reckon sufficiently with their personal likes and dislikes when planning a vacation.

They may be so constituted that for example camp life would not suit them. Yet they allow friends to persuade them to go camping, and too late discover that camping is to them the reverse of enjoyable.

The rule regarding play is the same as the rule regarding work—find that which is congenial. This it is always well to remember.

American Hardwaremen Visit Canada

Three Hundred and Fifty Delegates on Way to Convention of National Retail Hardware Association of the United States at Boston, Spent Saturday at Niagara Falls and Toronto—Were Guests of Carborundum Company



Secretary M. E. Corey, of Argos, Ind., of the National Retail Hardware Association of the United States.

Delegates to the National Retail Hardware Association convention in Boston on board S.S. Cayuga of Canada Steamship Line going up the Niagara River.

C. F. Woodward, Carlinville, Ill., vice-president of the National Retail Hardware Assn. of the U.S.

THREE hundred and fifty delegates to the National Retail Hardware Association convention of the United States at Boston, June 13, 14 and 15, passed through Canada on Saturday and Sunday last. They reached Toronto from Chicago by special train over the C. P. R. at 7.45 o'clock Saturday morning, and immediately left by the S.S. Cayuga, of the Canada Steamship Lines, for a trip across Lake Ontario to Lewiston. At Lewiston they were met by Francis D. Bowman and representatives of the Carborundum Company, who took the party in charge and acted as hosts on the occasion of their visit to Niagara Falls. Special cars were in waiting to take the party up the American Gorge route past the Devil's Hole, the Whirlpool, the Whirlpool Rapids, and the steel arch bridges spanning the river.

Seeing Carborundum Made

The party was taken direct to the plant of the Carborundum Company at Niagara Falls, where the various processes in the manufacture of this article was explained by a corps of guides. The materials from which carborundum is made are sand, coke, salt and sawdust. These materials are placed together in a large furnace twenty feet long and seven feet wide and 6 feet high. At each end of the furnace are thick cables connected to large carbon rods which run through the mixture of ma-

terials. The electric current is turned on and a heat of approximately 7,000 degrees passes through the crude materials. Under this great heat such materials as steel, iron, granite or marble would be turned into a vapor form.

In this furnace there is a core of the carborundum from six to seven tons in weight formed into crystal-like structures. After remaining in the furnace for 36 hours the crystalline core is removed. It shows many hues, such as purple, green, azure and gold.

The crystals are then ground into powdered form under iron wheels. The grains or powders are then carefully washed free from all foreign substances and dried in immense rotary driers. These powders are then sieved and graded through silk screens. They are then mixed with binders such as spar and clay and are fashioned into the various sharpening stones and grinding wheels under great pressure. They are then placed in kilns and for a week are baked at heat of 2,500 degrees Fahrenheit. The substance when completed is not as hard as diamond, but it is slated to be as sharp.

On leaving the works the ladies of the party were presented with hatpins whose head was a carborundum nugget and the men with a stickpin carrying a slightly smaller piece of the material. Luncheon was served by the company at the In-

ternational Hotel, after which automobiles conveyed the guests around the points of interest at the Falls. Members of the association expressed themselves as greatly pleased over the manner of their entertainment.

Delegates From Many States

The party consisted of delegates chosen by the various state hardware associations of the United States. Ohio, Illinois, Iowa, Nebraska, Minnesota, Kansas, North Dakota, South Dakota, Oregon, Washington, California and Oklahoma were represented. Some states had as many as twelve delegates. Minnesota has one of the largest retail hardware associations in the American Union, with a total membership of over twelve hundred. Michigan is probably second with a membership in the neighborhood of twelve hundred.

Cheap Insurance an Attraction

"We have very successful state associations over in our country for a number of reasons," said B. J. Wise, of Kalamazoo, Mich., one of the delegates, to a Hardware and Metal representative who accompanied the party. "One of the chief reasons is the attractive insurance rates that our members are able to secure from the companies. The insurance companies make it a standing

(Continued on page 60.)

EVENTS IN THE TRADE

OBITUARY

Toronto, Ont.—The death occurred recently of Ernest Milford Caslor, who for many years has been associated with his father, John Caslor, in the hardware business at 628 Queen Street W. He was born in Toronto in 1882, and had been in poor health for some time.

EDMONTON BRANCH OPENED

Beatty Bros., Fergus, Ont., have opened a branch warehouse at Edmonton, Alta. The new branch will take care of the firm's interests in Alberta and part of British Columbia. The company is also making an addition to the Grand River factory at Fergus; the main building is being extended out three storeys in height for a distance of 50 feet.

PERSONALS

G. O. Colborne, who has been employed in Shaw & Husband's hardware, Wallaceburg, Ont., has joined the sales staff of Findlay Bros., Carleton Place.

Heineman Johnston, of Ottawa, the new Trade Commissioner to Bristol, England, who replaces E. D. Aranud, who died recently, has entered upon his duties.

J. C. Carter, son of W. J. Carter, of Picton, Ont., president of the Ontario Retail Hardware and Stove Dealers' Association, is going overseas some day this week on active service. He will join the motor boat section. J. C. is the second son of the Association's president to volunteer for active service.

R. C. Stevenson, secretary-treasurer of Burrow, Stewart & Milne Co., who has been office and financial manager for the past thirty-three years, retires at the end of the month to enjoy a well-earned rest. Mr. Stevenson remains a stockholder and director of the company. W. H. Monk, manager, Royal Bank, Port Arthur, will succeed Mr. Stevenson.

L. A. Blackwood has served connection temporarily with the Merriek-Anderson Co., Winnipeg, and will look after the interests of the Western News Agency at Camp Hughes, Sewell, Man., of which company he is one of the proprietors. The Western News Agency are among the few firms who received permission to do business at the camp. This work will probably engage his attention until the Fall.



W. S. McLENNAN

For the past three years sales and promotion manager for Lowe Bros., Toronto. Appointed sales manager for the Central Division of Brandram-Henderson, with headquarters at Montreal.

DOMINION INCORPORATIONS

The Canada Stove & Foundry Co. has been incorporated at Ottawa, with a capital of \$1,500,000, to carry on the business of iron masters, steel makers. Head office to be situated at Montreal, Que. Incorporators: E. R. Parkins, R. E. Allan and F. W. Tofield, all of Montreal.

The Barnes Construction Co. has been incorporated at Ottawa, with a capital of \$5,000, to manufacture automatic sprinklers, fire extinguishing and fire prevention apparatus of all kinds. Head office to be situated at Montreal. Incorporators: F. G. Bush, F. B. Common, and G. B. Drennan, all of Montreal.

NEW SALES MANAGER.

W. S. McLennan, who for the past three years has been sales and promotion manager at Toronto for Lowe Bros., paint manufacturers, has been appointed sales manager for the Central Division of the Brandram-Henderson Co. His headquarters will be at Montreal. Mr. McLennan will also have charge of the general advertising of the company.

Mr. McLennan was born of Canadian parents at Chatham, Ontario, his father having been a paint manufacturer and inventor of the McLennan "Dipping

Process," which is used extensively throughout Canada, the United States and England, as well as being an authority on paints and varnishes, so that the son was early introduced to the atmosphere of the business which he was to follow. He was educated in the grammar schools of Toronto and Buffalo, N.Y., and completed his education by taking a course in chemistry at the School of Science at the University of Toronto. He was later engaged for six years in the practical manufacture of dry colors, varnishes and paints and then for the last eight years in various executive capacities as sales and advertising manager, both in Canada and the U.S., and for the last three years as sales and promotion manager for Lowe Bros., of Toronto, where he established a good connection with the retail hardware trade of Ontario.

STILL WITH VICTOR SAW WORKS

An item in our issue of May 27 might be interpreted as meaning that W. F. Pollock has severed his connection with the Victor Saw Works at Hamilton. While Mr. Pollock has been transferred to the head office of the Massachusetts Saw Works at Springfield, Mass. (the headquarters of the Victor Saw Works), he still retains the position of president of the Victor Saw Works, and also continues to control the Canadian sales.

PRISONER IN GERMANY

A recent issue of the illustrated Montreal Herald shows a group of seven Canadian prisoners in the hands of the Germans in the prison camp at Friedrichsfield, one of whom is E. McIntyre, who before the war was a motor driver for Lewis Brothers, Montreal. He went to the front as a member of the 5th Royal Highlanders with the first contingent and it is considerably over a year since he fell into the hands of the Germans. The members of the party are in nondescript attire and there is a strange mixture of garments shown; however, they appear to be healthy and about as happy as could be hoped for under the circumstances.

L. D. Wilgress, Canadian Trade Commissioner to Omsk, Siberia, has left for Petrograd. Mr. Wilgress will look after Canadian trade in Siberia.

Reforms Being Effectuated by the R.M.A.

*E. M. Trowern, Dominion Secretary, Addresses Delegates to the Manitoba Convention
—Cites Cases Where Problems Have Been Met and Solved—
The Case of the 33c Paint.*

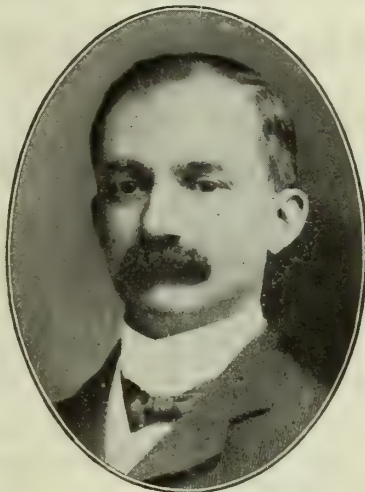
ON the first afternoon of the convention, after the reports of the provincial officers had been delivered, E. M. Trowern, Dominion secretary, was called upon to address the gathering. The Manitoba Retail Merchants' Association being a comparatively new organization, the members were not acquainted with this gentleman; but he soon convinced them that upon his work much of their future success rested.

He had no doubt, he said, they had come there to find out, "How can I improve my particular business"? Their business in this association was to deal with the problems which confronted dealers in every day life. The Dominion Board, which would meet in Winnipeg during the latter part of July, would deal with the wider effect of these problems, both in the cities and in the little towns.

Mr. Trowern spent considerable time tracing the history of the Retail Merchants' Association from its inception as the Retail Jewellers' Association of Canada to its present state. In the early days, he said, they went to Ottawa to get the duty taken off diamonds. They were troubled with unscrupulous men in the business, who thought nothing of going to New York and putting three or four thousand dollars worth of diamonds in their socks and letting the decent fellow pay the duty. They told the government they had to make the other man pay the duty as well, or take it off.

It so happened that an election was imminent, and the government refused to consider their wants, asking: "What would the public say"? Unsuccessful, they returned to Toronto, and the speaker came to this conclusion—that they went to Ottawa with a shot gun, when they should have taken a cannon. Thereupon they struck out the word "jewellers" from their name, and made it Retail Merchants' Association of Canada.

Later on they were troubled with wholesalers selling to the consumer. That was an old gray-headed subject. They took the matter up with the wholesalers, who replied, "Oh yes, we are all going to help you, and will stop it as soon as everybody else does." They put an end to it in Toronto with the exception of one house. There was always one, said Mr. Trowern, and that was the fellow who gave more trouble than all the others put together. It was to get that one man that he was



E. M. TROWERN,
Secretary Dominion Board, R.M.A., who was
present at the convention, and who
addressed the delegates.

willing to sit up at nights and set a trap for. This man replied that he was running his own business, and wanted no interference.

The only thing they could do then, was to talk about him among the retailers, and circulate his doings among the decent men of the business community. This reached the wholesaler's ears, and he replied that if they said that about him, or put anything in a letter that was detrimental to his business, he would institute proceedings at once. Then they began to ask themselves what rights they had. Labor men could talk in the public squares and discuss questions of wages, and nobody could touch them. It was discovered that these men had secured special legislation from Ottawa to do this, so the Retail Merchants' Association went to Ottawa, and after years of hard work, secured a special charter which enabled them to say what they pleased about wholesalers or manufacturers, and send it throughout the length and breadth of the land. Since it had been recognized that they had some power, the merchants were beginning to get some of their rights. Mr. Trowern took care to point out that these rights were not secured from Provincial Parliament, but by special acts of parliament at Ottawa.

False Advertising Problem

Another problem they ran up against, was that of false advertising, a question that was close to every man's heart. The association found a large mail order concern publishing all sorts of

things in their advertisements. They decided that such procedure should be made a crime, and that such a law should be brought into operation immediately. The speaker produced a bag of mustard which had been offered in Toronto at 23c per lb. He passed it around the room for his hearers to taste, telling them that they could safely eat a spoonful of it. He said that on a previous occasion when he had done this, the nearest guess he could get as to what it was, was cornmeal.

He asked his hearers what would happen if a woman rang up for a pound of mustard, was charged 45c, and then she turned up a daily newspaper and found that she could buy pure mustard at 23c. What would she say? She would say that the grocer cheated her, that he was a robber. What other conclusion could she come to? Mr. Trowern drew a pathetic picture of a sick girl who required mustard plasters, and the effect of supplying her with such as was being shown around the room.

The next case he dealt with was that of silverware, which he found false, advertised in a daily paper. He got the inspector, and said he would like him to go into that store and buy that silverware. It was marked Sheffield, and was manufactured in the United States. His hearers were well aware that Sheffield was not in the United States. The association entered suit on March 10. The case was adjourned. It came up again on the 17th, and was adjourned again. It came up on the 24th, and was adjourned. It came up on the 31st, and the government announced that they had been considering the case, and had decided to let the defendants off, who had already pleaded guilty, but did not want exposure. The speaker demanded that there should not be separate laws in Canada for rich and poor. Mr. Trowern then went on to refer to the case of the 33c paint, the facts of which have already been dealt with fully by Hardware and Metal, and Canadian Grocer. The speaker told how a dealer in Toronto came into his office and complained that a large department store was advertising paint as containing pure white lead at 33c, which was not as advertised, and was thereby hurting his business.

The matter had been looked into, and the case was in the police court, and he hoped to be present at the trial when he returned to Toronto.

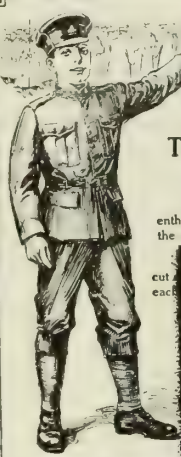
BARRIEFIELD CAMP

OVERSEAS BATTALIONS OF EASTERN ONTARIO MAKE FORWARD MOVE TOWARDS BRITAIN'S FIRING LINE

TO many thousands of our enlisted Canadians, impatient to get into the fight, this move to central military camps is more than welcome. Ten thousand men under canvas

at Barriefield, with plenty of open country around, can train under conditions far more nearly approaching actual warfare than have been possible at the home town barracks.


A few weeks work here, and our hearts and hopes will go with them as they sail for the Motherland, to do their gallant part in smashing the tyranny of ruthless might and "kultur."



The "Quinte" 155th Overseas Battalion


Those who have returned from the firing line speak enthusiastically of the convenience—the comfort—almost the necessity of having a Gillette if a man on active service.

The Crest of the "Quinte" Overseas Battalion
Officer Commanding
Lt. Col. M. E. Adams
Lt. Col. H. E. Pomeroy
Major A. P. Allen
Adjutant
Capt. S. J. Chivers



Lanark and Renfrew Overseas Battalion

The Crest of the 130th Overseas Battalion



The Leeds and Grenville Overseas Battalion

With their efficiency goes a passion for trim cleanliness. They are devotees of the razor, and strong partisans of the "Made-in-Canada" Gillette.

The Crest of the 156th Overseas Battalion
Officer Commanding
Lt. Col. C. D. Bisset
Second in Command



The Peterboro Overseas Battalion

Stirred by the love of liberty and honor—called by the Empire's need—undaunted by the hardships and carnage at the Front—keen to be in at the finish—Canada's finest manhood is getting into khaki!

Men who thus give up income and home comforts, and risk life itself, certainly should not have to sacrifice such civilized habits as a clean, smooth shave whenever they want it. Experience has shown that the only way to be sure of this at the front is to have a Gillette Safety Razor.

Wherever there is soap and water, and five minutes to spare, the Gillette will give a real velvet shave. Take one to the Front yourself if you can—if you cannot go, see that your enlisted friend has a

Gillette Safety Razor

The Crest of the 93rd Overseas Battalion
Commanding Officer
Lt. Col. J. J. Johnston
Senior Major
Major R. P. Wain
Junior Major
Captain R. G. Luck
Adjutant
Captain J. E. R. Moore
Quartermaster
Captain J. H. Hall
Paymaster
Captain J. H. Dunsen, M.P.
Chaplain
Major J. C. Davidson
"A" Company
Captain W. H. Hilditch
"B" Company
Captain Hall
"C" Company
Captain Baggott
"D" Company
Captain Nelson

Recruiting Stations:
Pitcher
Anders
Hawthorn
Island
Nelson

OFFICERS and men returning to Canada from the Front unite in endorsing the Gillette Safety Razor as a convenience, a comfort, and practically [a necessity to the men on active service.

Whole units are going overseas equipped privately with Gillette Safety Razors. Has your boy or your pal at Barriefield got his yet? If he has, then send him a generous supply of Gillette blades.

If interested, tear out this page and keep with letters to be answered.

CANADA'S LIVEST TOPICS

ARE THE RECRUITING AND EQUIPMENT OF OUR FIGHTING MEN FOR OVERSEAS

ROUND these topics we have prepared and are running **THROUGHOUT CANADA** a series of advertisements like those reproduced in miniature on this and the preceding page. The advertisement appearing in each town or city deals individually with one of the Battalions recruiting there.

Now that the troops are concentrating at the big central camps—Barrie-field, Borden, London, Valcartier and the rest, we are sending out seven-column advertisements reproducing the groups of individual advertisements, with reading matter like that on the opposite page.

The 139th Overseas Battalion

The Crest of the 139th Overseas Battalion
Commanding Officer: Lt. Col. F. Ford

Once more in history Britannia stands four-square for freedom, this time for the world. Her fleet the bulwark of the Entente Allies—her army grown to a mighty force—she has blocked the savage, scheming Hun and is helping to force him to the wall.

The 136th "Durham" Overseas Battalion

The Crest of the 136th Overseas Battalion
Commanding Officer: Lt. Col. R. W. Smart

The way in which the Empire's need has developed Canada's

The 154th Overseas Battalion

The Crest of the 154th Overseas Battalion
Commanding Officer: Lt. Col. Macdonald

True to their heritage of valor, the gallant

The "Fighting 109th" Overseas Battalion

The Crest of the 109th Overseas Battalion C. E. F.
Commanding Officer: Lt. Col. J. H. Fee

Sergeant Major: Major R. H. Anderson
Major: Major J. J. Conroy
Adjutant: Capt. H. B. MacConnell
Asst. Adjutant: Lt. A. W. Auliose
Quartermaster: Capt. D. C. Elliot
Paymaster: Capt. J. J. Glass
Medical Officer: Capt. J. McCulloch
Chaplain: Capt. C. G. Williams

Recruiting at: Amherst, London, Owen Sound, Port Huron, Sarnia, Windsor, London, Ontario, and other locations.

The "feel" of the snug-fitting khaki—the grip on the bayoneted rifle—the clean, invigorating, fresh air life—the shoulder-to-shoulder comradeship of real men—these rapidly transform ordinary civilians into those Canadian troops whose deeds have astonished military Europe.

With their efficiency goes a passion for trim cleanliness. They are devotees of the razor, and strong partisans of the "Made-in-Canada" Gillette. They enjoy its clean, velvety shave when they have time and toilet conveniences, and appreciate it even more when both are lacking, and no other razor could give them any sort of a decent shave.

Don't these gallant lads deserve every comfort we can give them? Make the campaign easier for one of them at least by giving him a

Gillette Safety Razor

THESE Gillette advertisements are keenly appreciated by Officers and men. Their arguments are doubly effective, and Gillette dealers also feel and appreciate their influence. Backed up by the khaki-tinted store cards which we have sent out, they are doing great work for every live merchant who does his part by featuring the Gillette Safety Razor as an essential part of the equipment of every enlisted man.

Gillette Safety Razor Company of Canada, Limited
Office and Factory: The Gillette Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Resolutions Adopted by Convention

The report of the resolution committee was brought in by the convener, Horace Chevrier, and the following resolutions were passed:

Want Mercantile Course

"Moved by W. T. Devlin, seconded by Horace Chevrier, that some form of mercantile training be instituted in Manitoba, and that the movement be encouraged by the retail merchants with a view to obtaining a special training equipment and course, to be offered by the University of Manitoba at some future date."

Meetings of Branches

"That the executive encourage the sectional meetings of the various lines of retail trade.—J. Box, of Souris; W. T. Devlin."

Handling Produce

"That the executive appoint a committee at an early moment to go into the matter regarding the handling of produce.—A. S. Higgins, J. Box, of Souris."

Complaint re "Branded Goods"

"That the local boards make specific reports on the complaints regarding losses in the handling of so-called 'branded goods' to the provincial board with a view to having such complaints remedied.—D. D. Macdonald, H. Chevrier."

Workmen's Compensation

"That the convention go on record as favoring the same exemptions to certain classes of retail merchants under the Workmen's Compensation act as was extended by the Ontario Government to the retail merchants of Ontario.—A. J. Banfield, W. T. Devlin."

Thanked the Officers

"That officers and executives of the association be thanked for their services during the last year.—H. King, J. Box."

"That the Industrial Bureau Board be thanked for the reception and use of the building.—H. S. Montgomery, Wm. Chambers."

Next Year's Meeting

"That the date and duration of the next convention be left in the hands of the executive.—J. Box, B. Beaudry."

Thanks to Press

"That the press be thanked for the support given during the convention and its assistance in making it a success.—H. Chevrier, H. L. Montgomery."

Community Engineer

That the incoming executive be empowered to secure the services of a community engineer, and that a community campaign be carried on during the present time of slackness in business, with a view of "commercial preparedness" at the close of the war.

Question of Trade Paper

That the question of providing a trade journal for the Manitoba association be referred to the delegates to the Dominion convention, which will be held during next month.

Rural Credits

That the policy of state loans on long terms and at reasonable rate would greatly help the placing of rural credit on a sound basis.

Insurance Dept.

That the incoming executive be instructed to study the question of an insurance company within the association, to take care of its members, and to report on it at a later date.

CONVENTION NOTES

On Tuesday morning, the morning on which the convention began its sessions, the Winnipeg Free Press contained half page ad., headed: "Books of Missionary and Theological Interest, which we commend to the attention of the Convention visitors in our midst." It was the ad. of a well-known department store and mail order house, and it really seemed as though the proprietors were concerned about the spiritual welfare of the visiting retailers. The ad. contained long lists of books for sale, the headings on which ran as follows: "Inspirational Books," "Quiet Talks," "Books for Sunday School Workers." It transpired later that a Presbyterian convention was being held in Winnipeg the same week.

Every now and then, J. W. Kelly, president of the Winnipeg branch would pop up to make an announcement. He was never out of order, for after looking at his smiling face once, it was impossible not to listen to what he had to say.

C. F. Rannard was re-elected president of the Manitoba Board, and there was no doubt about the Convention wanting him again, for they rose en masse and cheered him when his election was announced.

Mr. Rannard asked to be excused, but when the meeting insisted on him accepting the office, he did so, and promised another year of effort if the members in the country would support him. He wanted each man to bring five members to the next Convention.

CATALOGS AND BOOKLETS

An attractive booklet, found in Du Pont Fabrikoid — book finish, has been issued by The Du Pont Company, Wilmington Del. The booklet contains interesting information regarding Du Pont Fabrikoid, book-finish, a substitute for leather. Some of the advantages claimed for it are, that it has the leather effect in any grain or color, and costs less, comes in rolls and thus eliminates waste in cutting, no unused corners or edges. It has just the needed degree of pliability, not too soft to work well in a case-making machine, nor too hard to stand the bending of the joints. It is waterproof and washable. This is a strong point, for books naturally get dirty, but if bound in Fabrikoid the covers can be washed. Besides it is vermin-proof, and cannot be destroyed in that manner. Copies of the booklet will be supplied to the trade on request.

Penberthy Reference Book

The Penberthy Injector Co., Windsor, Ont., have issued an engineer's ready reference book for the boiler and engine room. The book contains 21 pages, and deals with the "Penberthy" line of injectors, lubricators, "Compodisk" valves, oilers, etc. Each type of apparatus is illustrated and described, together with a price list and particulars of each size.

POSTPONED TO JUNE 21

The case of the T. Eaton Co. in regard to selling paint at 33c per quart for which it was claimed in the advertisement that it contained only pure lead, pure zinc, pure dry colors and pure linseed oil, came up in the Toronto police court on June 15, but was postponed to June 21.

ELECTED AS M.P.

Geo. W. Ecclestone, hardware merchant, Bracebridge, Ont., has been elected by acclamation M.P. for Muskoka district.

Reversal of Relation of Buyer to Seller

Unprecedented Conditions Created by the War—Travelers are Now Buyers—Ninety Per Cent. of Mechanics Working on War Orders—New Products Developed as a Result of the War.

Based on an interview by Hardware and Metal representative with Alex. Patterson, representing Henry Rogers & Co., Ltd., Sheffield, Eng.

THE outstanding feature in the cutlery and associated trades in England to-day is the absolute reversal of the position of buyer to seller, making the latter the dictator of terms and conditions, and the former a suppliant at the source of supplies. Commercial travelers have become a luxury, indulged in more to keep up connections with the old customers of a house by calling on them, keeping them posted on developments and in general maintaining the old relations than through any actual desire to solicit trade.

In fact the travelers are in many cases being switched from the selling to the buying end of the organization. For instance many of the large London buyers to-day are sending their travelers down into markets like Wolverhampton and Sheffield with orders to remain there until they can bring back with them the goods they buy. It is not sufficient to place the order. Delivery must be had.

It has become the stock thing for manufacturers to say to buyers: "Awfully glad to see you but we can't take your business." Wise buyers have confined their selections only to those articles for which there seemed to be reasonable hope of delivery, making the factor the decisive one in the selection of goods ordered.

The causes of scarcity on the industrial market are too well-known to require tabulating here but it is not generally known that these causes continue to become accentuated. As the armies grow and the waste that is inevitably associated with the maintenance of soldiers in the field extends to a greater number of men, so do the orders for goods increase rather than diminish. It is not as though they were fitted out and finished with. They must be continually re-fitted. One factory called upon recently was awaiting an order for 1,000,000 articles such as knives, spoons, forks, etc., for soldiers and was already working on so many other orders that other trade was discouraged. Ninety per cent. of the production of the factories has been diverted to Government goods and ammunition—the remaining 10 per cent. is all that is left for normal industry to struggle along on. And with the Government as with private individuals, it is delivery and not prices that counts so that there is no room for haggling over terms.

The labor shortage is beginning to be

felt in other ways than in a mere limiting of production. It is causing some lines to almost disappear from the market. Thus table cutlery has become very scarce because only agile young men can serve as grinders and they of course have gone into the army. Boys are too small and older men too stiff to straddle the grinder's wheel.

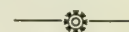
Women of course appear more and more as the sole hope of industry while the war lasts. Traveling in a local train from Wolverhampton to Birmingham one may see it filled with young women going to work in Nobel's factories which run day and night on ammunition work which work of course adds to the difficulties of the manufacturer of the ordinary articles of use. The women are called on for all purposes now. During a recent snow storm which blocked the street car traffic of Wolverhampton the Ladies' Auxiliary undertook to help the street car company by themselves sweeping the streets clear of snow, so that the underground contact might be uncovered.

However, some advantages accrue to trade as a result of the added experience resulting from the strain put on articles in the field which thus leads to experiment and improvement. A case in point is that of a steel that was made for use in waterplanes. It was found that ordinary steel corroded so rapidly when exposed to the salt water that the usefulness of the machines was impaired and a one-third heavier steel had to be used to ensure safety.

So the Government asked the steel makers for a steel that would not rust to replace this unnecessarily heavy article. The result is an unrustable steel so that the planes no longer require to carry this one-third of surplus weight. The cutlery makers, quick to perceive the advantages of this invention, have adopted it to their own ends so that now this steel is being used for cutlery and promises to revolutionize the industry as it entirely obviates the stains and rust of the old article, making it easier to clean and longer lived, etc. War demands such efficiency and excellence that there is little doubt that many like improvements in the articles in use in our homes will occur as a result.

However, the increase of the unfavorable features of the situation make it necessary for all concerned to accommodate themselves to the exigencies of

the situation. Orders that have already been placed must often be advanced because the government only allows the trade 10 per cent. of material. Manufacturers refuse to guarantee prices at time of delivery and all orders are booked on the understanding that prices ruling at delivery will govern. All concerned are anxious to conserve old relations and establish new ones for after the war trade but nevertheless the buyer who wants to be sure of getting his goods is urged to order early.



STARRETT'S NEW CATALOGUE

The L. S. Starrett department of sales announces to mechanics, hardware men, the completion of the new book, Catalogue No. 21. The new catalogue consists of 336 pages of illustrations, descriptions and prices.

In compiling the new book special care has been given to grouping together tools of the same classes, and to presenting the facts, in regard to the uses of the tools as briefly and clearly as possible.

The catalogue is carefully indexed both by name and number. Some of the lines shown are:—Quick-reading steel rules, metric steel shrink rules, three-foot blacksmiths' steel rules, metric and English blacksmiths' steel rules, metric and English folding pocket rules, drop-forged steel combination squares with metric and English graduations, improved bevel protractors with metric and English graduations, die makers' square, pocket vernier caliper, Yankee one-inch micrometer caliper, Vernier height gauge, adjustable hack saw frames, cutting nippers, cutting pliers, drive pin punches, spring steel handy equivalent tables.

Several of the tools formerly listed have been improved in design. On account of the advance in the prices of everything used in the manufacture of tools, the company has been compelled to advance many of the prices in our catalogue. The prices in No. 20 catalogue are out of date and no longer exist. Catalogue may be obtained from dealers or by direct application to the L. S. Starrett Co., of Athol, Mass.



BUSINESS CHANGES

St. Boniface, Man.—J. P. Allaire is retiring from Allaire & Blian, hardware.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ANOTHER heavy budget of price changes has been announced this week. Among the lines which have advanced in price are harvest tools, scythes, hay knives, grass hooks, buck and hand saws, hack saws, snow shovels, furnace scoops, lumbering tools, stocks and dies, taps, reamers, screw-plates, Norway iron, sleigh shoe, domestic steel and spring steel. Linseed oil and turpentine have declined in price. The metals were generally weak with declines on: tin, copper, spelter, antimony, aluminum and solder.

The volume of business passing is far in excess of a year ago. There is a good demand for all classes of building supplies used in country districts. Manufacturers of most hardware lines are far behind with their orders, and the labor situation continues to grow more serious. There is still a great scarcity of many lines of raw materials. There has been an exceptionally heavy demand for lawn tools and mowers. There has also been a very good demand for lawn hose and sprinklers, despite the recent heavy rains. The demand for screen doors, refrigerators, oil stoves and warm weather goods has not been as heavy as is usually experienced at this season of the year. One of the largest manufacturers of paints and varnishes this week announced an advance of 25 cents per gallon on high-grade varnishes and 10 cents per gallon on cheaper lines.

MONTREAL

MONTREAL, June 15.—The comparative lull in the market situation this week, as regards price adjustments, comes as a confirmation of the prediction which Hardware and Metal has been making for several weeks, viz., that the top of the great upward movement in hardware quotations is being reached. The weakness of the markets for pig iron and tin, copper, lead and other metals, continues more or less general, and this is evidently having some further effect. At the same time, it must not be taken that there will not be some further advances, perhaps a great many. Manufacturers are months behind in their orders, and it is questionable if they have as yet brought their capacity to a par with the demand. Again, even though the present market quotations for pig iron and other metals are easier, it does not indicate that manufacturers can take immediate advantage of this condition in the market, as they will for some time be consuming raw materials bought ahead in order to assure protection of supplies. However, even though actual improvement, so far as the retailer is concerned, may be deferred for a considerable period, the wearing out of the upward movement clears the outlook in the trade to a considerable extent.

Business seems to have recovered from the lull noted last week when rains were

general. The volume of business is a great improvement on a year ago, and is generally regarded as quite up to a normal year; in fact, in heavy goods some firms report that May was about the best month in their history. Bright weather has been accompanied by an improvement in the demand for seasonable goods and re-orders for agricultural tools have been coming forward in good volume. Even such lines as garden hoes and lawn hose have had a good run, despite the rains, it being evident that purchases deferred last year made replacement necessary this season; at the same time, the rapid growth has been accompanied by a strong demand for lawn tools.

Advances this week are recorded on spring steel, harvest tools, butts and hinges, brass tubing, jack chain, asbestos packing, alfalfa belting, galvanized wood blocks and chest hinges. The metals were generally weak, with declines on tin, copper, spelter, antimony, aluminum and solder. Copper sheets are weak. Nails, bolts and nuts, sheet iron, tin plate, tinned iron, boiler tubes, angles, shapes, and some other lines are strong.

Tin is Still Lower.—There is still a further decline in tin registered this week, the quotation being off 1½c. At the same time, this reduction in price does not indicate all the developments of the week, there having been a greater decline during the first few days, followed by a firmer tone latterly, with a

recovery of a portion of the loss. However, latest advices from outside sources indicate that the strength referred to is temporary, New York reporting that buying is again falling off, while the foreign market is showing practically no initiative of its own. Late London reports are of declines. Montreal quotation: 49½-50c—unsettled.

Copper Down Again.—Another decline of 1c is the net result of the changes in the copper situation this week, but the market seems to be somewhat steadier on the lower basis. New York reports show prices off fractionally from last report, while London is comparatively weak. More confidence is being displayed in the future situation, the present dullness being regarded as a natural development following the abnormally heavy buying of the first four months of the year. Consumers are in a strong position with their production pretty well booked, but second-hands with copper for sale are finding that they have to bring their prices down to make sales. Montreal quotation: 30-30½c—steady.

Spelter is Lower.—There is another decline of half a cent recorded in the spelter situation, as compared with a week ago, and there are prospects that there may be some further declines before the level of the American market is reached. However, it is interesting to note that for the first time in several weeks there has been some reaction indicated in the New York situation, after a downward movement, which resulted in losses of about 4½c, and that there has been a fractional gain since last report. Late advices from the market referred to are that dullness has again set in, with most of the producers holding their prices firm at the slight advance referred to, while buyers are showing hesitancy with regard to placing orders; dealers and operators under these circumstances are showing an inclination to undersell the producers. Montreal quotation: 21-21½c—easy.

Lead is Steady.—The lead market is steady and unchanged on the lower level recorded a week ago. At the same time there has been further weakness in the American situation. The Trust quotations remain as at last report—which was half a cent down—but independents and second-hands are cutting below this basis: still easier prices are being heard for futures. Montreal quotation: 9½-9¾c—easy.

Antimony Down Again.—The downward movement of the antimony market does not yet seem to have been checked, and for the week there is a further decline of 3c, making a total of 15c for the past six weeks. During the same period

the American situation has weakened to the extent of 16½¢, and late reports from New York are to the effect that as yet there has been no demand developed. It is evident that consumers are filled up with contracts for the orders they have taken in, material requiring the metal, with no new orders for such material reaching them; there is no jobbing demand, and it is not indicated that further concessions would result in business. Montreal quotation: 33¢—weak.

Aluminum is Lower.—The first change in the aluminum market which has been reported in some time is in the nature of a reduction of the nominal quotation by 3¢. This comes with an increase of available supplies. However, such is the high level of this metal that the market is still nominal. A rather interesting feature of the situation is that the Canadian market has again shown its independence of the American, the decline in Montreal coming at the same time as an advance of 1¢ in New York, the latter being the only development in that quarter for a long period. Montreal quotation: 65¢—easy.

Zinc is Very Scarce.—The market for sheet zinc is still quoted at 31¢ for casks and 31½¢ for part casks, but such is the smallness of the supply available that these figures may be regarded as practically nominal. The cost of zinc has long placed that metal above the reach of many who were consumers under normal conditions.

Solder Somewhat Easier.—With a further decline in the market for tin and other metals, solder is again somewhat easier, with quotations marked off about half a cent. However, there continues to be a wide range of prices covering different qualities of the product, as indicated by quotations from 31¢ to 36¢.

Iron and Steel Situation.—As has been previously indicated, the increased production of pig iron is making itself felt in easier quotations. However, for the time being, and for some time to come, this improvement in the general situation is not likely to be felt in the hardware trade. In the first place, it is evident that the facilities for the production of manufactured iron and steel have not been increased to the same extent as the production of the basic metal, and in the second, the makers of these products will not for a considerable period get the benefit of the easier prices indicated, because they have bought supplies ahead at the higher prices to provide the usual margin of protection on raw material. As regards sheets, pipe, angles, shapes, etc., it cannot be said that there is any actual betterment of conditions this week, but it is significant that there are no further advances recorded. The readjustment may be deferred for a considerable period, and some further advances are to be looked for, but the indications strengthen that the top of the movement is being reached.

Pig Iron Market—In regard to the easier tendency in the pig iron market which has been noted for the past couple of weeks, attention should be called to the fact that not only will it be months before manufacturers can catch up on

their bookings, but it will be some time before they will get the benefit of the change, as they themselves are, as usual, booked ahead for their raw materials. However, the change puts a more favorable complexion upon the indefinite future.

Spring Steel Advance.—An advance on spring steel is reported, the new quotation being \$4.60, as compared with \$4.35 formerly. There has also been an advance of about 10 per cent. on hoop steel.

Copper Sheets.—A decline on copper sheets has been still further deferred. The reduction in the quotation for ingot copper warrants lower prices for the sheets, but, such has been the difficulty in getting delivery of supplies, a readjustment cannot yet be made.

Pipe is Strong.—Rumors in the trade persist that there will shortly be a further advance on wrought iron pipe. The source of these reports is not evident, but dealers say that they have been passed on them to be taken for "what they are worth."

Tin Plate Scarcity.—The market may be regarded as bare of tin plate. There may be some odd lots available, but quotations are nominal owing to the fact that it is very doubtful if new supplies could be secured at even a fair margin of these prices.

Tinned Iron Scarce.—The supply of tinned iron is very short, and the indications are that the demand for the manufacture of furnaces for the fall trade will have the effect of seriously depleting stocks and increasing market values.

Plates, Shapes and Tubes.—The situation as regards supplies of plates, shapes and tubes is unchanged for the immediate future, and manufacturers are still asking abnormally long dating. However, it is noted that if there is no improvement in this connection, at least there is not the same tendency to increase the period.

In Hardware Lines.—The indications that the advancing market is wearing itself out, to which reference has been made for several weeks, are further emphasized this week, the number of price changes being smaller than at any time since the great upward movement commenced. The metal markets continue to show weakness, and this is an important factor in relation to fundamental conditions. Owing to the conditions prevailing, it may be a considerable time before the readjusting process affects the more highly manufactured lines, and there will be advances in some lines in the meantime, but it is quite evident that the air is beginning to clear.

Nails and Wire.—The situation as regards nails and wire and wire products in general continues strong, and the feeling still prevails in some quarters that there is another advance impending. Montreal base for wire nails, \$3.75.

Bolts and Nuts.—There has been no change in the quotations for bolts and nuts, as was predicted in some quarters last week, but reports continue to indicate that there may be developments in the near future.

Advance on Harvest Tools.—Predictions of last week that there would be

early advances on harvest tools are borne out in the announcement that the discount has been cut down from 40, 5 and 5 per cent. to 40 per cent.

Advances on Butts.—The advances on butts, referred to last week, have gone into general effect. Some of the principal discounts are as follows: No. 840, 50 and 5 per cent.; No. 804, 50 and 12½ per cent.; No. 800, 40 per cent.; No. 838, 45 per cent.; No. 810, 35 per cent.; No. 814, 35 per cent.; No. 802, 50 per cent. The discount on hinge hasps is now 50 per cent.

Brass Tubing.—A further advance on brass tubing has gone into effect, the basis now being net and 5 per cent., as compared with net list formerly.

Light Tee and Strap Hinges.—There is another change on light tee and strap hinges, the new discount being 57½ per cent. New net figures will be given next week. There is no change on the heavy tee and strap at present.

Jack Chain Discounts.—An advance on jack chain went into effect this week, the discount on the steel being reduced from 30 per cent. to 15 per cent.; the brass is net list.

Asbestos Packing.—Higher prices are now in effect for asbestos wick packing, the Montreal quotation being 32¢.

Alfalfa Belting.—Alfalfa belting has been advanced about 25 per cent. This is a fibre belting which has found considerable popularity in the operation of agricultural and other machinery where a strictly high-grade belting is not necessary.

Galvanized Wood Blocks.—Wood blocks with galvanized bushings are now quoted at 30 per cent., as compared with 35 per cent. formerly.

Chest Hinges.—A new discount on chest hinges is announced at 45 per cent. The net price of No. 820, 1½ inch, is 74¢ per dozen, and 2 inch, \$1.05 per dozen.

Seasonable Lines.—Brighter weather has resulted in an improved demand for seasonable lines, and there is a strong demand for harvest tools on re-orders. There is also a big call for garden hoses and lawn hose, which is rather surprising in view of the many rains, which usually affect the demand for these goods. The explanation seems to be that needs were neglected a year ago, which has emphasized the need for replacement. Lawn tools have been moving well, following the rains and heavy growth of grass, and stocks of lawn mowers are generally depleted.

Old Materials.—There are further reductions in the quotations for scrap with the general decline in the metals markets. All lead is down to 5½¢ per pound; brass is fractionally off at 15¢, and zinc at 11¢, and machine composition is quoted at 15¾¢.

TORONTO

TORONTO. June 15.—The advances this week are almost entirely on steel goods and include, harvest tools, scythes, hay knives, grass hooks, buck saws, hand saws, lumbering tools, snow shovels, furnace scoops, horse clippers. Norway iron, sleigh shoe and domestic steel. The more seasonable wea-

ther has already stimulated business and an improved demand is noticeable in sporting goods and summer lines, the latter being particularly brisk. The demand for lawn mowers has been so good this season that a scarcity has developed; lawn hose on the other hand has been rather quiet. Lead pipe is easier but has not declined, although the pig lead market is weaker. Galvanized sheets are weaker owing to the decline in sheets and there is a possibility of lower prices.

Iron and Steel Firm.—The market continues steady and firm with prices practically stationary. The upward movement appears to have about reached the top and any material advances are unlikely except in some steel products which are subject to special conditions. While prices may not advance much further there is little possibility of a decline and the present high level will, no doubt, obtain during the remainder of this year at least. The situation in the steel trade has not changed, the mills having all the business that they can take care of; orders on the books running well into 1917. Production, however, has increased considerably, and in addition the new demand is not as heavy as it was relative to the capacity of the mills to meet it. The latter are thus in a better position to take care of the increased demand than they were earlier in the year. While there are no price changes to note this week, quotations are very firm. Wrought iron pipe, for instance, is very firm and may advance on account of the scarcity of skelp, some makers of this material being sold up for the remainder of the year. Makers of boiler tubes are in the same position, but as new buying is light a change in prices may not be made in the meantime. There is a big demand for wire rods and prices are very firm. Following the recent advance in mild steel bars, prices of Norway iron, sleigh shoe and domestic steel, and tire steel have advanced 25c per 100 lbs. Silver tool steel has advanced 1/2c per lb.

Old Materials Dull.—The market is dull and prices have a weak tendency. Brass scrap, lead and zinc have declined but prices of other metals are practically unchanged from last week.

Metal Markets Weaker.—A general weakness prevails in the metal markets, copper being the only metal to maintain any degree of strength. Tin, lead, spelter and antimony have all declined. The demand for practically all metals which enter into the manufacture of munitions has been steadily declining during the past two or three weeks. Prices have all been affected with the exception of copper, which is unchanged. The situation in metals is engaging attention. Whether conditions are shaping for a general revival in both demand and prices or for further depression is subject of considerable interest.

Copper Dull.—The market is quiet and dull, with prices unchanged. New buying has been small and has been confined mostly to re-sales of metal by second hands. As the larger producers

have sold up all of their production for some time ahead no weakness is likely to develop. Local quotations are unchanged and nominal at 32c per pound.

Tin Lower.—The market is dull and lower due to light demand. Consumers are showing little interest and are waiting until the market shows definite signs of turning. Tin has declined 1c and quotations are nominal at 50c per pound.

Decline in Spelter.—The market is quiet and lower following a decline in London. Galvanizers are showing more interest in the market, but very little spelter has been bought recently by the brass mills. Spelter has declined 1c and is quoted at 18c per pound locally.

Lead Dull.—The market is dull and weak. The "Trust" price has declined to 7c. New York and on the outside market is lower for both spot and futures. Overproduction has caused the decline. Lead has declined 1/4c and is now quoted locally at 9c per pound.

Antimony Declined.—Prices have again declined and there is no demand at present and prices are purely nominal. Smaller consumption combined with increased competition has been the cause of the decline. Quotations are nominal at 35c per pound.

Aluminum Unchanged.—The market is firmer, but quotations are unchanged at 64c per pound.

Solder Weaker.—Prices of solder are unchanged, but have a weak tendency due to the recent declines in tin and lead. Further weakness in these metals would no doubt affect solders. Prevailing prices of solders are given in the current market quotations.

Black Sheets and Galvanized Sheets.—The decline in the price of spelter is improving the situation in galvanized sheets, but as it is no longer the sole factor in causing the present high prices of sheets, a material decline in sheets is not anticipated just yet, although the market is weaker. Black sheets, acid and labor are all high, which will tend to keep up the price of galvanized sheets. Inquiry for black sheets continues lighter than it was several weeks ago. New orders are, however, generally in excess of the mills capacity. Sheetbar supplies are still below full requirements.

Lumbering Tools Advance.—New and lower discounts have been issued on cant hooks and peavies, representing an advance of approximately 7 per cent. The new discount on hickory cant hooks and peavies is 25 per cent. and on maple goods 35 per cent.

Steel Bars Advance.—Following the recent advance in mild steel bars, higher prices have been made on Norway iron at \$6; sleigh shoe steel, \$3.25; domestic steel, \$3.25, and tire steel, \$3.50 per 100 lbs. Silver tool steel is also higher, being now quoted at 18 1/2c per lb.

Wrought Iron Pipe.—The market continues very firm and quotations unchanged. Although there is a possibility of higher prices owing to the scarcity of skelp. Some makers of this material are sold up for the remainder of the year.

Wire Products Scarce.—The export demand for all kinds of wire material continues heavy. The mills are importing wire rods in considerable tonnages on this account, not having sufficient capacity to meet the demand. It is, however, becoming very difficult to get wire rods from the United States as the mills there are filled up with orders from domestic consumers and for their own needs for the remainder of the year. Wire nails are thus very firm and a further advance is quite possible. Wire nails are quoted at \$3.70 per keg base and cut nails at \$3.40 per keg base.

Boiler Tubes Firm.—On iron and steel boiler tubes makers are sold up for practically the remainder of the year and consumers are generally covered for that period, so that new buying is light. The market is thus very firm and further advances may be looked for.

Harvest Tools Advance.—Makers of harvest tools have advanced prices 10 per cent. owing to the increase in cost of raw materials. The new discounts are 30 and 10 per cent. on "Samson" tools and 40 per cent. on ordinary brands.

Buck Saws Advance.—Higher prices on buck saws have been announced representing an advance of 75c over the prices ruling last fall. The new prices per dozen are as follows: Happy Medium, plain blade, \$5; glance tooth, \$5.50; watch spring, \$5; Maple Leaf, \$5.75 and Maple Leaf with glance tooth, \$6; New Century, \$6.75; Prince Rupert, \$7.50 and Samson, \$8 per dozen.

Snow Shovels and Furnace Scoops.—An advance has been made in snow shovels and furnace scoops, the new discount being 33 1-3 off maker's list.

Advance in Saws.—Another advance of 10 per cent. has been made on hand, back, compass and cross-cut saws.

Horse Clippers Up.—Newmarket horse clippers have advanced, the new price being \$1.50 per pair.

Scythes and Hay Knives Up.—Owing to the increase in cost of raw materials, particularly steel, an advance of 25c. per dozen has been made on scythes and hay knives.

Grass Hooks Also.—Canadian manufacturers of grass hooks have advanced prices 15c. per dozen, the new quotations are now as follows: No. 2, \$2.15; No. 3, \$2.25; No. 4, \$2.35, and No. 5, \$2.55 per dozen.

Lead Pipe.—Although the pig lead market is weaker and prices lower no change has been made in lead pipe. The demand for lead pipe is light and a further decline in pig lead might possibly result in lower prices on pipe. The prevailing quotation on lead pipe is \$14, and waste pipe, \$15 per 100 lbs., while the discount on traps and bends is 5 per cent.

Rope Unchanged.—The situation in the cordage market is unchanged and prices are very firm. Stocks of manila in the hands of importers are low and prices continue high. The situation regard to Mexican sisal is unchanged and supplies are coming forward slowly.

Utensils.—A good sorting business is

reported in all kinds of ware. Prices are holding firm and there is a shortage of some lines which threatens to become more acute as both raw materials and labor are scarce.

Seasonable Goods.—A brisk demand is reported for seasonable lines such as ice cream freezers, refrigerators, window and door screens, oil stoves, etc., which will further improve on account of the warmer weather. Replace orders are coming along in good volume and the demand is much better than last year. A scarcity of some lines is expected later on account of the scarcity of labor and shortage of raw materials. Manufacturers are experiencing considerable difficulty in keeping up with the demand.

LONDON

LONDON, Ont., June 15.—A number of important price changes have taken place during the past week. Linseed oil has declined 4c per gallon since last week. Turpentine has declined 6c per gallon. Wire nails have advanced 5c per keg. Other lines which have advanced are jack chain, steel butts, scythes, harvest tools.

Business continues brisk. Sales compare very favorably with those of the corresponding period of last year. There is a good demand here for coal oil cooking stoves.

Steel Butts Higher.—A new price showing a small advance has been quoted this week on steel butts. The new discounts follow:—No. 800, 40 per cent. off list; No. 838, 45 per cent. off list; No. 804, 50/12½ per cent. off list; No. 840, 50/5 per cent. off list; No. 810, 35 per cent.; No. 814, 35 per cent. off list; No. 842, 50 per cent. off list.

Tee and strap hinges remain firm at present prices. Light hinges are quoted at 57½ per cent. off list, and heavy hinges at 22½ per cent.

Wire Nails Advance.—An advance of 5c per keg to \$3.70 base has taken place on wire nails. The demand at present is fair, and the market firm. There is a good demand for cut nails at \$3.40 base.

Harvest Tools Higher.—An advance of about 10 per cent. has taken place in harvest tools. The new discount is 40 per cent. The advance will run from 10c to 15c each on manure forks, etc.

Scythes Higher.—An advance of 25c per dozen has gone into effect on scythes. New prices are as follows:—Cast steel, \$8 doz.; dipper, \$9 doz.; cutlery steel, \$10.25 doz.; brush, \$9 doz.

Linseed Oil Lower.—A decline of 5c per gallon has taken place on linseed oil. The market is weak and the demand light. Quotations are as follows:—

	Raw.	Boiled.
1-2 barrels	78c	81c
3-5 barrels	77c	80c
6-9 barrels	75c	78c

Turpentine Lower.—Continued weakness in the turpentine market has been followed by a decline of 6c per gallon. The new price follows:—

	Per Imp. gal.
1-barrel lots	66c
2-4 barrel lots	65c
5-gal. lots	73c

The price for white lead in oil remains unchanged, and the demand is still light.

WINNIPEG.

WINNIPEG, June 15.—A number of important price changes have taken place during the week. Butterfield stocks, dies, pipe taps, reamers and Reece screw plates have advanced in price from 5 to 7½%. Standard brass valves are now quoted at a discount of 35%. The price on No. 8 sash cord has been changed to 37 cents per pound.

New prices on spades and shovels are given in this report.

Sales Have Been Good.—With the passing of the middle of the month, jobbers are beginning to make some predictions in the amount of business which they will be handling for the entire month, and which time will also mark the end of the half year. No question of doubt but that the majority of jobbers and retailers have experienced exceptionally large returns from their sales for the first half year. What results will be shown for the remaining six months depends very largely on the result of this year's crop. The report of the Department of Agriculture for Manitoba issued last week gives the total acreage this year as being almost three-quarters of a million less than during 1915. Various reasons are given for this great difference in acreage, chief of which are that farmers having good crops last year are putting a great deal of their land in summer fallow, and others are unwilling to pay the extremely high wages which have been asked this spring. It would not appear that there has been any great shortage of help, but those who have been willing to go on farms have demanded a great increase in wages over those prevailing other years.

The market on black and galvanized sheets is firm, and although black sheets have an upward tendency, galvanized seem somewhat easier. There is no doubt but that continued decline in spelter has had its effect on this latter line, and there is no doubt a great reduction would be appreciated. At their present high level, galvanized sheets are almost prohibitive.

Nails and Pipe Firm.—There has been no change in the price of wrought iron pipe, or wire nails, during the past two or three weeks, and the market continues to be very firm. Owing to the fact that most of the manufacturers have their output on wrought iron pipe sold for the balance of this year and even into next, it is more than likely further advances may be expected in the near future.

Some of the Eastern manufacturers put through an advance in the price of wire nails last week, but Winnipeg prices have not been affected as yet. Just how soon the new price will prevail here is uncertain. Wire rods are extremely hard to get, deliveries being exceptionally slow, and the manufacturers have their output sold for the next four or five months, all of which

will have its effect in keeping prices at their present high level if they do not go higher.

The latest prices applying to different makes of shovels and spades are given below, and from these it will be shown as to what extent this line has been effected.

Bull Dog, D.H., Sq. Pt. and Rd. Pt. Shovels, \$10.50 per dozen.
Bull Dog, L.H., Sq. Pt. and Rd. Pt. Shovels, \$10.50 per dozen.
Fox, D.H., Sq. Pt. and Rd. Pt. Shovels, \$8.90 per dozen.
Fox, L.H., Sq. Pt. and Rd. Pt. Shovels, \$8.90 per dozen.
Bull Dog Spades, D.H. and L.H., \$10.50 per dozen.
Fox Spades, D.H. and L.H., \$8.90 per dozen.
Moose Scoops, Black Finish—No. 4, \$10.70 doz.; No. 6, \$11.20 doz.; No. 8, \$11.90 doz.; No. 10, \$12.55.
Black Cat Scoops, Black Finish—No. 4, \$9.60 doz.; No. 6, \$10.25; No. 8, \$10.90; No. 10, \$11.60.
Jones Socket, Black Finish—No. 4, \$10.70 doz.; No. 6, \$11.20 doz.; No. 8, \$11.90; No. 10, \$12.55 doz.
Crescent, Black Finish—No. 4, \$9.60 doz.; No. 6, \$10.25 doz.; No. 8, \$10.90 doz.; No. 10, \$11.60 doz.

OPENING FOR GUN SALES

The closed season for game may be "on," but the season for trapshooting is never closed; it simply grows stronger as the sun grows warmer. Yet one interested manufacturer estimated that only 10 per cent. of the guns sold are used for that purpose. In other words, 90 per cent. are put away immediately the law is raised. It is a situation that ought not to be. It is a situation that will not be if more dealers—also more manufacturers—make the most of their opportunities.

Now that clay targets are available in packages of 100 and hand traps and target throwers are purchasable at purely nominal prices, there remains not one single reason why any dealer should not reach out for the individual gun owner and keep him from putting away his gun.

The gun club is highly desirable, but is no longer absolutely necessary for the promotion of or indulgence in trapshooting.

Don't put away your guns. Don't permit trapshooting to be a mere medium for the sale of ammunition. Make it a medium also for the summer sale of guns. It can be done.

There are hundreds of thousands of men—and women, too—who are either too lazy to go hunting, or who have no desire to kill, but who would like to shoot.

They will never shoot during the winter months. They will never shoot at all unless they purchase guns, and they will buy them only when the "idea is put into their heads," and the hand trap and target thrower and the 100-target package afford the material wherewith the idea can be put there, and so attractively that it will not be easy to resist.

WEEKLY PAINT DEPARTMENT

Before and After Painting

Turner, the Painter and Decorator, Adopted a Plan Which Hardwaremen Could Follow to Advantage—The Value of a Practical Demonstration

Written for Hardware and Metal by Thos. E. Hunt.

AS I was going down the street the other day my attention was attracted by the sight of a large section of old fence that had been lifted bodily out of its place and set up on two poles in a vacant lot and that bore under the legend Fred A. Turner, Painter and Decorator,

The most interesting feature of the exhibit however, was the fact that half the fence had been painted a bright green in sharp contrast to the uninviting drab of the unpainted portion. Above each half section were placards labelled "Before" and "After". There was no mistaking the intention that of pointing out the value of painting old walls and the result was equally definite not only silently pointing out as it did the advantages of paint but illustrating those advantages by comparing two sections of similar material, similar except that one was attractive and seemly to the eye and the other all that was uninviting.

Even though the owner of this original idea was not a hardwareman I saw no reason why it could not be utilised by our craft. At any rate there was no harm in talking to him and getting his views on paint in relation to displays on hardware stores.

I complimented him on his display and that fetched him. He bridled with pleasure. "Certainly that's the logical thing," he said. "It's better to show something practical in the way of display, something that shows value, utility or beauty, rather than a mere assortment of cans of paint or brushes. They undoubtedly serve the purpose of arousing attention, but they offer no argument and point no moral."

"For instance," he went on as he began to warm up under the influence of his idea, "Why can't a hardwareman show something like this in his window on a smaller scale? Prejudice," he said, answering his own question. "Prejud-

ice against change from the stereotyped pyramids and mounds of cans."

"I'm mighty glad they don't," he smiled. They'd knock my business silly about here, if for instance they used some of my display ideas in their windows. That one then, for instance," he said, jerking his thumb toward the fence on stilts. "A photograph could be taken of it and enlarged, or a smaller section of fence could be used and stowed away bodily in the window. Or acting on the same principle, one could secure some wood-work that had been painted or stained one or five or ten years ago and compare it with similar material that had not been so treated. The comparison would show up most convincingly in favor of the painted material."

In these days of course, everyone knows the value of paint. There is no argument about it. But people still do and always will require to have even the most obvious facts brought home to them, and I know of no better way than a practical demonstration. If you were selling motor cars you would try to get your prospect to do more than look at the car. You would endeavour to get him into it and take him for a spin. Same thing with paint. It's not enough to show the customer your stock. He must see what it can accomplish in intelligent hands, and by the same token, a few open cans of paint and a nice fresh pine board with a brush handy for the customer to connect the two up with, is one of the cheapest advertisers of paint merits that I know of."

ARGENTINE TUNGSTEN

The production of wolfram or tungsten ore in Argentina has been controlled largely by one company, the Hansa Mines, 463 Calle Maipu, Buenos Aires, a German concern which is reported to be affiliated with the Krupp interests of that country. Up to about six months ago it operated the only mine in this republic, located at Concaron, in the Province of San Luis. This one mine can produce approximately 50 tons a month, when operating at full capacity. Until the outbreak of the war its entire output was shipped to Germany.

The total Argentine exports of tungsten ore from 1909 to 1913, inclusive, amounted to 3,319 metric tons (of 2,204 pounds each). Of this amount, 3,309 tons went to Germany and 10 tons to Great Britain. The exports to the latter country were in 1909 and 1910. Since then, up to 1915, Germany had been the only purchaser.

The exports to Germany for 1912 amounted to 637 tons, for 1913 to 536

tons, and for 1914 to 394 tons. In 1915 the United States became an importer of this product, receiving 135 tons of ore from Buenos Aires out of a total of 158 tons exported during that year. In the first three months of the present year 146 tons of ore left this port for the United States. When the war broke out and the German market was cut off the Hansa Mines, closed down a part of the plant, reducing the production to a very limited figure.

During the latter part of 1914, and throughout 1915, when a considerable demand for tungsten ore came from the United States, and the price was enhanced to an unprecedented level, small miners and prospectors began to search in all portions of the provinces of San Luis, Cordoba, and La Rioja for the ore, delivering the metal to purchasers sent from Buenos Aires commission houses. The latter, when they had been able to gather a ton or more, would make a shipment.

BOECKH'S



"STEEL GRIP"

—the brushes your salesmen are proud to show



It's a pleasure, yes, a great pleasure, to any salesmen to offer for sale an article which he knows bears a stamp favorably known to his customer.

It puts ginger into his selling.

The Trade-Mark "BOECKH" on any style of brush, from the high-class "Steel Grip" paint brushes, to the many different grades of household, toilet, stable and factory brushes manufactured by

us, denotes quality of material and workmanship second to none.

These Trade-Marks are valuable to you. They represent efficiency in brush production, the result of over sixty years of brush manufacturing experience. They represent satisfaction to you and your patrons.

"Boeckh" and "Steel Grip" mean Quality.

Keep your stock on display.

THE BOECKH BROS. COMPANY, LTD.

158 to 168 Adelaide St. West

TORONTO, CANADA

ESTABLISHED 1856



If interested, tear out this page and keep with letters to be answered.

AMERICAN HARDWAREMEN VISIT CANADA

(Continued from page 47.)

offer to give a rebate of 50 per cent. on the policies of all members.

"At our annual state conventions we also make it a point to get good speakers, some of them of national reputation, not necessarily hardwaremen. Then we lay particular emphasis on entertainment features and this helps draw the hardwaremen together in membership in a common organization."

Knew James J. Hill

A. T. Stebbins, of Minnesota, five times member of the State Legislature, and one of the well-known hardwaremen of the West, knew the late James J. Hill, the eminent Canadian railroad king who died recently. "He was a most democratic, approachable man. He liked to talk to the farmer and the plain people about their problems. His favorite manner of dress was in an old suit of clothes—something for comfort. I was one of a committee appointed by the Legislature of Minnesota for the purpose of examining the books of Hill's company to find out whether they carried watered stock. 'The books are there, and you may examine them, but what good will it do you?' said Hill. We agreed with him. So we sat and talked and he asked us many questions pertaining to the farmers."

"Conditions for the hardwaremen throughout the Middle West have been good during the past year," said C. T. Woodward, of the Woodward Hardware Company, Carlinville, Ill., and vice-president of the National Retail Hardware Association. "Rain has been quite general throughout that district, and the prospect for crops does not look as promising this fall. Times have been good with hardwaremen in our part of the country. They have been able to get in their credit accounts in good shape. We are looking forward to an interesting and helpful convention at Boston. These conventions are always very profitable."

"That is not our idea of winning battles," said A. E. Towne, editor of the National Hardware Bulletin when asked whether the people in the United States viewed the Jutland naval battle as a victory or defeat for Germany. "It was asserted by Germany that she had won a complete victory and that her high seas fleet was back in port. That fact would seem to indicate that it was hardly a complete victory. Sentiment in our part of the country is very strong against the Germans. They keep pretty quiet."

Prominent Men Present

A number of men prominent in the hardware world were present, in addition to those already named, among

them being: Secretary M. L. Corey, of the National Association; C. L. Rechlin, of Bay City, Mich., one of the directors of the association; Will J. Feddery, central western manager of Hardware Age; J. Soules, Hardware Age; J. G. Lucas, associate editor Hardware and Metal.

The party returned to Toronto by boat at 8 p.m., and left at 11 o'clock for Montreal.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

537. **Iron and steel, manufactures of.**—A Japanese firm in Tokyo wishes to get into touch with manufacturers and exporters of steel and iron goods in Canada.

538. **Iron pipes.**—A Japanese firm in Tokyo wishes to get into touch with manufacturers and exporters of iron pipes in Canada.

539. **Representation.**—An English firm are desirous of representing Canadian exporters of any of the staple lines.

559. **Tinplate and paraffin.**—A Catania blacking manufacturer inquires for tinplates and paraffin.

567. **Agencies.**—An established Malta firm would take up sole agencies for Canadian houses dealing in cloths, draperies, woollen, linen, silk, leathers, boots, shoes, stockings, gloves, handkerchiefs, hats, perfumes, type-writers, enamelled goods, groceries. Can furnish references in London and Italy.

568. **Dairy machinery, etc.**—An Italian house is open to buy large cream separators, also dried calves ventricles, and all machines for cheese and butter-making which they purchased previous to the war from Germany and Austria.

569. **Hardware, etc.**—The manager of an old-established commission house in Paris desires to receive quotations from Canadian firms in a position to export the following articles: Anvils, vices, edge-tools, hammers, wire, wire for springs, spikes and screws, screws, wood screws, rivets, rough-drawn tubes, wire nails, boot nails, nails for upholstery, steel sheet, horseshoe nails, wrenches, mattocks, lathes. For further information see page 1125.

571. **Steel billets and steel forging blooms.**—A Glasgow firm will be glad to receive quotations for the above.

572. **Steel joists, angles, tees, channel plates, etc.**—A Glasgow firm will be glad to receive quotations for the above.

573. **Steel angles, tees, joists, etc.**—A Glasgow firm would like to have quotations, rate per ton c.i.f. Glasgow, and giving probable idea within what time delivery could be made of the specified quantities.

574. **Hardware.**—The proprietors of one of the largest hardware distributing establishments in India desire to receive price lists and catalogues from Canadian shippers of the following articles with a view to opening up trade relations when conditions become normal: Circular saws, hand saws, cross-cut saws; axes and hatchets, galvanized iron pipe, lawn mowers, hay mowing machines, scufflers, shovels, spades and forks, horse-powers, chaff cutters, grain crushers, wire and wire fencing, dairy machinery and supplies, refrigerators. A catalogue showing the type and price of British and American goods now imported by this firm may be inspected at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

578. **Agricultural machinery.**—A correspondent in Russia states that there is a large demand for agricultural machinery, and asks to be put in touch with Canadian firms in a position to supply grain and hay harvesters, tractors (kerosene and naphtha), ploughs, threshing machines, implements of the "planet" type, and all other special culture machinery as drill ploughs and dibbles for maize, tobacco and cotton. Catalogues and price lists are requested.

582. **Sporting goods supplies.**—A Leeds firm of sporting goods manufacturers inquires as to the possibility of securing supplies of buckles suitable for athletic goods, belts, etc., and also for push buttons for fastening gloves, etc., which were formerly secured from France and Germany.

WEEKLY PAINT MARKET

(Continued from page 62.)

cost of raw materials at that time. Since then both linseed oil and pig lead have declined and it is hardly probable that either of these materials will again reach the high levels which prevailed then.

White Lead.—The market is a shade easier following the further decline in pig lead. Although the consumption of pig lead continues heavy, production has caught up with the demand which has resulted in a weaker market. White lead is unchanged and is being quoted at \$13.95 per 100 lbs. in ton lots.

Whiting.—Supplies of whiting are very scarce and prices nominal. The decline in ocean freight rates may improve the situation if the shortage of labor does not offset this.

Glass.—Business continues quiet but prices are holding very firm. It is expected that manufacturers of sheet glass in the States will advance their prices in the near future, in which case higher prices may be looked for in this market.

Paris Green.—Manufacturers of Paris green have discontinued making this material on account of the prohibitive cost of chemicals. Stocks of green are very light and the situation is serious.

Putty.—Although the demand for putty is light, prices are very firm on account of the scarcity and high cost of whiting. In spite of this, higher prices for putty are not looked for in the meantime. The following prices are being quoted in Toronto for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40
Pure putty, 70c per 100 lbs. advance.	

Advance in Varnishes.—Some makers of varnishes have advanced their prices 25 cents on high grade and 10 cents on lower grade varnishes.

EXHIBIT AT ELECTRICAL SHOW

The Canadian Carbon Company was one of the exhibitors at the Electrical Dealers' and Contractors' second annual show in Massey Hall on June 6, 7 and 8. The name of this company was inadvertently omitted in giving the list of exhibitors.

A Guarantee Trade-Mark
Conspicuously Displayed on
Every Can of
JAMIESON'S
Pure Prepared Paints



is the "CROWN and ANCHOR"
Trade-Mark

This mark guarantees that the can contains a quality fit for a king—a quality that is equal to the demands of the very best class of trade—a quality that will eventually give you a high standing with *all* the paint users of your vicinity.

*Write for our agency
 proposition.*

R. C. JAMIESON & CO.
Limited ESTABLISHED 1858

MONTREAL **CANADA**

Owning and Operating P. D. DODS & CO., LIMITED



TESTING our varnishes in our own finishing shops before shipping, under actual working conditions is an important link in the chain of our perfect varnish service.

This rigid inspection, and practical criticism of our products by our own experts prevails throughout our manufacturing department from the gum melting to the final sealed package.

This is why we are enabled to ensure goods that are absolutely dependable, and have established such a feeling of confidence in our Finishes among all classes of consumers.

Berry Brothers' label is an efficient varnish salesman, as it is generally conceded among buyers that "if it's Berry's it's right."

Make your varnish business grow by featuring Berry Brothers' line.

We make a specially adapted varnish or enamel for every known use.

**Write for our price list and interesting
 dealer's proposition.**

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(342)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 15.—Slackness of demand continues to be an emphatic condition in the paint trade. Current business is more than seasonably small, and contrasts with the generally heavy bookings for spring delivery. That re-ordering is on a small scale appears to be the direct result of the unseasonable weather which has prevailed, coupled with the fact that retailers entered the season with heavy stocks, booked before the last advance. Continued rains have not only prevented outside painting operations, but have also delayed seeding to the extent that when weather conditions do permit, many farmers are taking every available moment for working the land. Manufacturers recognize the conditions prevailing, and do not consider the present slackness as necessarily an indication of fundamental weakness.

Oil and turpentine continue easy, but with mixed tendencies, and the tone of the lead and zinc markets is slightly better. However, manufacturers report that the general situation still indicates strength in the relationship of mixed paints to raw materials, and that there is no early decline in sight; at the same time an advance is very improbable. Small sorting business has left makers with comparatively heavy stocks, and this condition of affairs has had a tendency to postpone consideration of the price question.

Oil Still Lower.—Although there has been a continuance of the easy tendency in the linseed oil market and a further reduction of quotations of about 1 cent all round since last report, there have been recent signs of a measure of returning strength. The range of quotations as between different jobbers is still about 3c, as indicated by the following quotations:

	Raw.	Boiled.
1 to 2 barrels	77c-79c	80c-82c
3 to 5 barrels	76c-78c	79c-81c
6 to 9 barrels	75c-77c	78c-80c

Lead Still Easier.—Further toning down of the market for pig lead, with fractional reductions in price, has had the effect of continuing the easy tendency in the situation for lead in oil. However, manufacturers report that the decline in the raw material has not as yet been sufficient to affect the market for white lead in oil, but dry white has been marked down somewhat. It appears the price for the former was not raised to the level warranted by the cost of the ingredients. Quotation continues \$13.80 for ton lots, with additional 30c for smaller quantities.

Turpentine Unsettled.—While the gen-

eral tendency in the turpentine market is still to lower levels, and while importers state that new supplies now arriving are lower in price, the situation locally is very unsettled. On the one hand, there are prices 1c lower than a week ago recorded, and on the other, some quotations have been advanced by the same amount. There is now a spread of 3c between the high and the low figures, indicated as follows:

1 barrel	64c-67c
2 to 4 barrels	63c-66c

Gasoline Steady.—The gasoline situation continues steady, and there appears to be no indication of early changes. Outlook bears out theory advanced some weeks ago that the top of the movement had been reached, for the time being at least, and that the process of readjustment will depend upon the duration of the war and the requirements of the nations involved. Quotations follow:

Gasoline in barrels	33c
Gasoline in drums	30c
Gasoline tank wagon	29½c
Benzine one half cent lower.	

Whiting Supplies Short.—Importers and jobbers of whiting report that not only has there been a considerable advance in prices as the result of higher costs in primary markets and on account of the higher freight rates prevailing, but that there is such an actual shortage of supplies on the other side of the Atlantic that it is difficult to secure shipments regardless of price. Quotations are for the most part nominal, and many dealers are restricting orders to single barrels.

Paris Green Situation.—Dealers in Paris green report that practically all booked shipments have been made. Available supplies are now very short, and it will depend upon consumption—and consumption upon insect activity—as to whether there will be an actual shortage, with materially higher costs for raw materials to the manufacturers. It will probably be a month or so yet before there is any indication of consumers' actual requirements.

TORONTO

TORONTO, June 15.—Linseed oil and turpentine have both declined in price during the past week. In some quarters it is expected that there will be a reaction in linseed oil, but at present the demand is light and the market weak.

Leading manufacturers have announced advances in the price of varnishes ranging from 10c. to 25 cents per gallon.

The demand for paint is not heavy at the present time. Recent wet and un-

favorable weather has hindered outside work. Building trades are quiet in the cities and there is a scarcity of labor. A considerable amount of domestic work is being done, and a good volume of business is being transacted in the country districts.

The advent of warm, dry weather would be welcomed by the trade in general, and would no doubt create a pronounced improvement in the demand for paint. Whiting is very scarce and prices nominal. There is also a scarcity of imported glues.

Linseed Oil Declines Again.—The downward movement in linseed oil continues, but a reaction may set in any time as an improvement in the demand is looked for which will stiffen the market. There is very little oil moving now and flax seed has been weak, although the market has a firmer tone now. The light demand for oil may be attributed to the wet weather, dullness in the building trade and shortage of labor. Although there is no Argentine seed coming into Canada there is a considerable amount being imported in the States and it is having a tendency to depress the Canadian market. The spread of prices is practically the same as last week, viz., 4 cents. The following range of quotations covers the situation in Toronto.

	Raw.	Boiled.
1 to 2 barrels	75c-79c	78c-82c.
3 to 5 barrels	74c-78c	77c-81c.
6 to 9 barrels	72c-76c	75c-79c.

Turpentine Weaker.—Reports of price cutting has caused a sharp drop of 3 cents in turpentine from last week's level. The market has been affected in the same way before and a recovery is looked for in the near future, especially if the demand improves, as it is expected to do any time now. The demand for turpentine is light and stocks locally are not heavy. The market in the South is weak and the demand considerably below what was anticipated for the time of the year. Prices of resin are firm, but the demand for most grades is light except that quality required for munitions; the consumption for this purpose being heavy. The following prices are being quoted for turpentine in Toronto: 1 barrel lots 63c; 2 to 4 barrel lots 62c, and 5 gallon lots 70c per Imperial gallon.

Mixed Paints.—There is as yet no indication of an advance in ready mixed paints. It is generally understood that the new prices which went into effect early in the year did not fully cover the

(Continued on page 60.)

B.B. & B-H “Milestones”

A two-century run is an unusual record in any product, but Brandram's B.B. Genuine White Lead enjoys a supremacy record of nearly two centuries.

1729

This date saw the founding of the firm of Brandram Bros., the inventors of the Brandram Process of corroding White Lead,—a process that produces a Lead that has been the standard White Lead ever since.

1906

Is the date that the firm of Brandram-Henderson, Limited, purchased the Brandram Bros. formulae and exclusive rights to manufacture B.B. Genuine White Lead in Canada.

1909

Brandram-Henderson, Limited, decided to use B.B. Genuine White Lead in the manufacture of their B-H “ENGLISH” PAINT in 1909, and after practical tests and most careful research, arrived at an exact formula, guaranteed on every can under the President's signature.

1916

Shows a greater expansion of trade than ever in Brandram's B.B. Genuine White Lead and B-H “ENGLISH” PAINT, the two greatest paint products in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 99% pure, lb. 65
Pattern, lb. 91
Sheets, \$1 to \$1.25 base.

AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26 1/2% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15 1/2% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26 1/2% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20-5%; Arrow, 25-10%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2 1/2%; 22 short, black, 35-2 1/2%; 22 short smokeless, 40-10%; 22 long, black, 35-2 1/2%; 22 long smokeless, 35-2 1/2%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37 1/2%; 22 long, black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Shot, 25%; Mili. Pistol and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Cannon Smokeless, 12 1/2%; Empty Shells, 27 1/2%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 50c; No 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; 1/2c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmore's Auger, 60 and 5%. Gilmore's Special. Blackford's Auger, 50 and 10%. Gilmore's car, 47 1/2%. Clock's extra size, 10%.

AUGERS, POST

B.T.-8 in. 2 50
B.T.-10 in. 2 75
B.T.-12 in. 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boy's" Axes 5 75
Bench Axes, Samson No. 2, doz., net 9 60
No. 2, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11c to 60c lb. Thomas Robertson & Co., Ltd., — No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound. Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA" Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12 1/2c.

RELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

RELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE Montreal Toronto Single bbls., gal. 0 32 1/2
Drums, gal. 0 29 1/2

BOLTS AND NUTS

Carriage Bolts (\$1), list, 3/4 in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, 3/4 in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%. Sleigh Shoe Bolts, 3/4 in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%. Coach and Lag Screws, 50%.

Skein Bolts, 45%. Square Head Blank Bolts, 30%.

Bolt Ends, 30%. Draw Bolts, 20%. Elevator Bolts, 30%.

Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%.

Sten Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%. Nuts, square, 2c off list.

Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c.

Stove Bolts, 62 1/2%. Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb. 0 07 1/2

BRASS

Per lb. Springs, sheets, 8 in. wide, up to 20 gauge 0 60
Plate base 1/4 x 1 in. round 0 55

Tubing, seamless base 0 55

Tubing, iron pipe size, 1 in. base 0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00

3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded \$8 00

30-gal. Standard, riveted 8 25

30-gal. extra heavy 11 50

BOARDS, BAKE

Per doz.

No. 1—18 in x 24 in. 6 60

No. 2—18 in x 28 in. 7 20

No. 3—20 in x 30 in. 7 80

BOARDS (Ironing)

Size 12x60 ins., doz. 7 20

Size 14x60 ins., doz. 8 40

Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve)

Basewood, stationary, doz. 2 00

Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.

Paper lined, 60%.

BOARDS (Wash)

Tin Plate Zinc Per doz.

Pony \$1 75

Crown 3 55

Dandy 3 75

Improved Globe 2 65

Standard Globe 2 75

Neptune 2 75

Original Globe 3 00

Newmarket King 4 25

Victor (Glass) 4 25

Jubilee 4 25

Diam'd King (Glass) 4 50

Western King (Enamel) 4 25

Beaver, brass 6 00

Wood, double faced. 1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 16 13

Weighted, 20 lbs., per doz. 18 50

Weighted, 25 lbs., per doz. 22 32

BUTTS

No. 804, 50, 12 1/2%; No. 840, 50, 5%.

No. 800, 40%; No. 838, 45%; No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

CANS

Milk factory cans, 15%.

Cream cans, 20%.

Railway cans, 20%.

Food delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%.

Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots 1 85

Portland, per bbl., carload lots, f.o.b. Toronto. 1 50

White Bros. English. 2 00

"Lafarge" cement in wood 3 40

Fire brick, Scotch, per 1,000 23 00

Fire brick, English 17 00

Fire brick, Mm., low 23 00

Fire clay, 2 1/4-lb. tins, doz. 1 25

CEMENT (FURNACE)

1 1/4 lb. tins, per doz. 1 00

6 lb. tins, per doz., lb. 0 65

25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING

Per gal. Roofing cement (in bbls.) 0 29

Cement (in 5 and 10 gals.) 0 23

Cement (in 2 gals.) 0 30

Cement (in 1 gal.) 0 35

CHALK

Carpenter, per gross. 0 65

Carpenters' lead pen- cils, per gross 2 40

Crayons, per gross 0 20

Carpenter, white, gr. 0 65

Carpenter, blue, gr. 0 80

Carpenter, red, gr. 0 80

CHISELS

Cold chisels, 5x6 in., doz. 2 20

Bevel edge 1 inch, doz. 2 50

Common cold, 1/2, \$1.25; 3/4, \$1.65; 1, \$2.50; 1 1/4, \$2.75; 1 1/2, \$3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., 1/4, \$9.45; 5-16, \$9.10; 3/8, \$8.35; 7-16, \$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8, \$6.80; 3/4, \$6.70; 7/8, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 2-16 in., \$11.45; 1/4 in., \$8.15; 5-16 in., \$6.65; 3/8 in., \$5.60; 7-16 in., \$5.60; 1/2 in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, 1/4 in., \$13.50 per 100 lbs.

CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's.

37 1/2%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

COPPER

Montreal Toronto

Casting ingot, see weekly report

Bars, 1/2 to 2 in. 47 50

Plain sheets, 14 oz., 14x28 in., 14x60 in. 46 00

Copper sheet, tinned, 14x60, 14 oz. 55 00

Copper sheet, plan- ished, 14x60 base 58 00

Braziers' in sheets, 6x4 base 47 50

46 50

COOPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb. 0 35

No. 7, lb. 0 34

No. 8, No. 9, No. 10, No. 12 0 33 1/2

COAL TAR

Crude coal tar, per bbl. \$4 50

Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., \$1;

Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES

Montreal

Ordinary, 52 sheets 4 50

All bright, 52 sheets 6 30

Galvanized

Apollo Crown Gorbals

18x24x52 .. 6 25 6 25 6 50

60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00

20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 14x20 base \$ 8 00

IX, 14x20 base 9 00

IXX, 14x20 base 10 25

IXXX, 14x20 base 10 25

Raven and Murex Grades—

IC, 14x20 base 6 50

IX, 14x20 base 7 50

IXX, 14x20 base 8 50

IXXX, 14x20 base 11 00

"Allaway's Best" Standard

Quality.

IC, 14x20 base 8 75

IX, 14x20 base 9 75

IXX, 14x20 base 10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base 6 50

20x28, double box 13 00

CLOCKS, ALARM

Good Morning, each 0 80

Look Out 1 00

Big Ben, each 2 10

Baby Ben, each 2 10

CROWBARS, 4 to 4 1/2c per lb.

DRILLS

Blt Stock Drills, 50%.

Wood Drills, 20%.

Straight Shank Drills, 45%.

MADE IN CANADA


3 SPECIALS GUARANTEED
 TO GIVE EXCELLENT SERVICE

IMPERIAL
GENUINE

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS
HEAVY
PRESSURE

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL
COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors



It costs less for top-notch
Paint Service

where

Moore's House Colors
are used

This fact is always fresh in the minds of those who know—it brings users back for their next requirements.

Moore's House Colors (a pure linseed oil paint), is made from the very best and most lasting pigments combined, with pure linseed oil and the very best liquid dryers. Its working and lasting qualities and beauty are second to none.

Write for our Agency Proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Company
 LIMITED
 WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	.65	10
Kearney & Foot, Arcade	.65	10
J. Barton Smith Eagle	.65	10
Disston Brand	.60	10
McClellan Globe	.65	10
Black Diamond	.55	
Delta Files	.60	10
Nicholson	.55	
Globe	.65	10
Vulcan Brand	.65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30
Tank wagon	0 29½

GRINDSTONES. Per 100 lbs.

Any quantity, in bbls.	32
Drums, 40-gal., per gal.	29
Tank wagon	28½

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1½ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1½ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1½ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1½ in.	16 25

HALTERS (SISAL)

7-16 in., \$13.50; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00
Second growth ash, fork and shovel handles, 35 per cent.	
Extra ash fork, hoe, rake and shovel handles, 35 per cent.	
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.	
Team whiffletrees and neck-yokes, 30 per cent.	
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.	
All other ash goods, 40 per cent.	
Railroad and navy pick, 25 per cent.	
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.	
Hickory cant hooks and peavies, 25%.	
Maple cant hooks and peavies, 35%.	
Doubletrees, 35 per cent.	
Extra quality, 40 per cent.	

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith	9 00
Atlas, steel covered	\$5 25
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00

New Milo, flexible. 6 00**Steel King Hangers,**

doz. sets	6 40
Storm King and safe-ty hangers	5 75
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in.

(100 ft.) \$3 25

Steel track, 1½ in. 4 75**HATCHETS.** Samson Samson

Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices.

Heavy.	Strap	Tee
4-inch	\$1 48	\$1 24
5-inch	1 79	1 55
6-inch	1 94	1 75
8-inch	2 64	1 98
10-inch	4 65	3 57
12-inch	5 78	5 63
14-inch	6 59	5 74

Net price figured at 22½%.

Light.

3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 53	1 91
14 in., doz. prs.	2 34	

Heavy tee and strap discount, 22½%.

Light tee and strap discount, 57½ per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60

Extra hooks for above, ½

in., per lb. 5½

Extra hooks for above, ¾

in., per lb. 5½

Crate hinges and back flaps.

65 and 5 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$9.75; No.

50, \$24; No. 51, \$10.20; No. 120,

\$18.60; No. 2255, \$19.20.

Chicago hold back screen door

iron, gross, 12 per cent.

Chicago spring hinges, 15 per

cent.

Triplex spring hinges, 40 per

cent.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES, Grub. 3½-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS

English Canadian Fox

No. 2, per doz. 2 15

No. 3, per doz. 2 25

No. 4, per doz. 2 35

No. 5, per doz. 2 55

HORSESHOES

Iron shoes, light, medium and

heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show

pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L."

steel shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special

countersunk steel, all sizes, 0-4,

\$6.75; toe welt steel shoes, all

sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.40; "Sharp"

No. 2 and larger, \$1.60; "Sharp"

No. 1 and smaller, \$1.75 Put up

in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft. 0 11

Corrugated, ¾ in., ft. 0 14½

Less 5 per cent. for full reels,

500 ft.

Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal Toronto

Angles base 3 50 3 50

Common bar, per

100 lbs. 3 00 3 00

Refined iron, per

100 lbs. 3 05 3 25

Horseshoe iron, per

100 lbs. 3 45 3 00

Norway iron 7 25 6 00

Mild steel 3 30 3 25

Band steel 3 30 3 50

Sleigh shoe steel 3 30 3 25

Domestic 3 30 3 25

Reeled machinery

steel 4 50 4 50

Tire steel 3 50 3 50

Toe calk steel 4 20 4 25

Mining tool steel,

per lb. 0 11½ 0 10

Cammell Laird, lb. 0 18

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool

steel, per lb. 0 12 0 11

Silver tool steel, lb. 0 17½ 0 18½

Spring steel 4 60 4 50

COLD ROLLED SHAFING.

7-16 to 9-16 in. 0 08

¾ to 1-16 in. 0 05½

¾ to 1-7-16 in. 0 05½

2 to 3 in. 0 05

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case

lots 14 25

72x30, 26 gauge, case lots. 14 75

Less than case, 25c per 100 lbs.

extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,

per set 0 85

Mrs. Potts, No. 50, nickel-

plated, per set 0 90

Mrs. Potts, handles, japan-

ned, per gross 8 40

Sad irons, common, plain 5 00

Sad irons, common, plated 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad Irons, each 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

No. 70, Dover, per doz. 21 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock 13c ft.

Ontario 17c ft.

Faultless 21c ft.

Mechanic 26c ft.

Hercules 24c ft.

Perfect 23c ft.

Faultless, extra heavy 26c ft.

Hercules, extra heavy 29c ft.

Mechanic, extra heavy 31c ft.

Chair ladders, each \$2 00

R.T. Standard 17c ft.

R.T. Economy 13c ft.

R.T. Iron Bound, 4-9 ft. 25c ft.

R.T. Iron Bound, 10-14 ft. 30c ft.

R.T. Iron Bound, 15-16 ft. 40c ft.

R.T. Iron Bound, 17-20 ft. 50c ft.

Crescent 16c ft.

Household 12c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

Common and Roped Extension.

Up to 32 ft. 16c ft.

Up to 26 ft. 18c ft.

40 to 44 ft. 19c ft.

48 to 52 ft. 24c ft.

56 to 60 ft. 29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. 12c ft.

18 ft. to 22 ft. 13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet.

plain, per doz., \$5; all brass, per

doz., \$10.25; all brass, nickel-

plated, per doz., \$15.25.

Banner Buggy \$10 40

Banner Junior 5 00

Climax 5 00

Trullite 7 25

Beacon 7 25

No. 2 or 4, plain cold blast

Short globe, pattern 7 25

Cold blast, japanned 7 75

BT

Trade Mark
Registered

BT stands for Best

BT Pumps, Steel Tanks, Pipe, Washing Machines and Wringers, Daisy Churns, Butter Workers, Ladders, Hay Carrier Goods, Barn Equipment.

Beatty Bros., Limited, Head Office, Fergus, Ontario

St. John, N.B.

Montreal, Que.

Winnipeg, Man.

Edmonton, Alta.

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails.
Toronto, \$3.70 base; Montreal,
\$3.75 base; London, \$3.70 base;
Collingwood and Owen Sound,
\$3.75 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90. Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/2-inch		\$4 10
No. 4, 1 3/4-inch		3 80
No. 5, 1 15-16		3 25
No. 6, 2 1/4		3 00
No. 7, 2 5-16		2 85
No. 8, 2 1/2		2 75
No. 9, 2 11-16		2 65
No. 10, 2 3/4		2 55
No. 11, 3 1-16		2 45
No. 12, 3 3/4		2 48
London, Hamilton, Montreal, Toronto.		
Less 10 per cent.		

NETTING, POULTRY

Discounts given below on 1 in.
and 2 in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto and
London, 25%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	

OAKUM

	Per 100 lbs.
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

OLD MATERIALS

Tea lead, pack, 5 1/2 lb.
Tea lead, chest, 5 1/2 lb.
Lead, heavy, pipe, etc., \$5.50.
Brass, heavy, 15c lb.
Brass, light, 12c lb.
Zinc, heavy, 11c lb.
Copper, heavy, 20 3/4c lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 15 1/2c lb.
Compos. turnings, No. 1, 13 1/2c lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll, 0 55	
Per 400 ft. roll	
Tarred Fibre, No. 1	0 80
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 68
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth,
25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

	Per case
Selected full count	\$0 85
5 gross, 4-in. (loose)	0 90
5 gross, 4 1/2-in. (loose)	1 00
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

	Buttweld	Per 100 feet
	Black	Galv.
1/2 in.	\$ 3 00	\$ 4 50
3/4 in.	3 06	5 43
1 in.	3 91	6 08
3/4 in.	4 72	7 65
1 in.	6 97	11 31
1 1/4 in.	9 43	15 30
1 1/2 in.	11 28	18 29
2 in.	15 17	24 61
2 1/2 in.	23 99	38 90
3 in.	31 37	50 87
3 1/2 in.	37 72	61 18
4 in.	44 69	72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in.x25 lbs. per ft.	122 50	188 75
8 in.x25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in.x22 lbs. per ft.	156 80	241 60
10 in.x40 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30
Discount 45 and 2%.	

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London... 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs.	4 00	4 00
Heads, per 100 lbs.	4 25	4 25
Tank plates, 3-16 in.	4 75	4 75

PLUGS (METAL)

Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.
Iron burrs, 37 1/2%.
Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.
Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Asphalt roofing, 1 ply	1 35
Asphalt roofing, 2 ply	1 65
Asphalt roofing, 3 ply	1 95
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06 1/4
Roofing Pitch, 85c per 100 lbs.	
F.o.b. Toronto, London, Mont- real.	

ROPE

	lb.
Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	13 1/2
Sisal basis	13 1/2
Single lath yarn basis	13 1/2
Double lath yarn	14
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in.	0 27
1/4 in. and larger	0 26
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelleu Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.

Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

Medium	Doz
Heavy	\$2 15
Heavy	3 60

SCRAPERS (Road, Drag)

No. 1, 2 runners	\$9.20, \$9.
No. 1, 2, 3 runners	\$8.50, \$8.25, \$7.50.

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws, 60%.	

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 65	4 35
16 gauge	4 60	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

Re Gauges of Sheets.

On account of it being practi-
cally impossible to secure gal-
vanized sheets from England,
owing to the war, American mills
have decided that they will no
longer roll the English gauges to
meet this competition. However,
they will continue to roll at 10 1/4
oz., which will be known as such
or a 30 gauge, and will take the
place of the former English 28
gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2
per cent. discount to dealers.

Galvanized

B.W.	Queen's	Fleur-	Gorbals
gauge	Head	de-Lis	best
16			6 50
16-20	6 90	6 65	...
22			6 90
22-24	7 00	6 80	...
24			7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50

"Premier" galvanized sheets —
10 1/4 oz., \$7.05; U.S. No. 28, \$6.75;
U.S. No. 26, \$6.45; 22 and 2.
gauge, \$6.30; 18 and 20-gauge,
\$6.10; 16-gauge, \$5.95; 14-gauge,
\$5.75. F.o.b. Hamilton and To-
ronto.

ARE YOU LENDING MONEY TO YOUR CUSTOMERS?

How many charge account customers have you, who never pay their bills in full?

How many of your accounts are *never balanced*?

Figure it out for yourself—then stop and think.

Do you realize that the average amount of these unpaid balances represents just that amount of your capital that has been taken out of your business and loaned without interest to your customers?

Think what this amount must mean to you—not merely the interest you lose, but the opportunity to keep this money *working for you* and increasing the turnover in your store.

There's a way out. By making it easier for your charge account customers to keep their bills paid up and to pay them in full when they are paid, you can cut down the loss and put part of the idle capital to work. The McCaskey System provides the means.

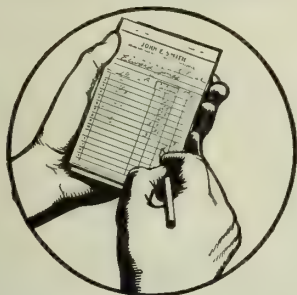
With the McCaskey System in your store, your customer's account is always posted, ready for settlement. Every bill is a statement. When the bill is paid it is usually paid in full.

The McCaskey System saves you time, money and mistakes, and pays for itself in the money it saves. It pleases your customers because it is plainly a better way of handling your charge accounts.

Can you afford to be without this modern convenience when it costs so little to get and so much less to keep than your present bookkeeping plan?

McCASKEY

235-245 Carlaw Avenue
TORONTO, CANADA



McCASKEY
"ONE WRITING"

Clip and Mail this Coupon

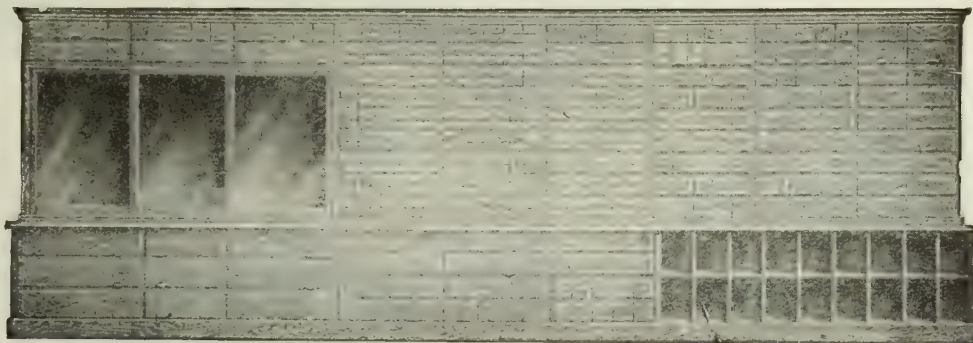
McCaskey Systems, Limited, Toronto, Canada.

I am interested in the McCaskey System for handling charge accounts, and would like to know more about how it can be fitted to my business. I have about charge accounts on my books.

Name

Address

Town and Prov.....



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

1st 2nd
Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.
Socket scoops, 1st, 40%; 4th, 35%.
Rivet scoops, 37½%.
Drain tools, 40, 12½%.
Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES

Per square
Standard galvanized \$5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.

Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 52 cents.

SOLDER, BAR

Guaranteed 0 21

Strictly 0 29

Commercial 0 26½

SOLDER, WIPING

Star extra 0 28½

Easy 0 26½

Acme 0 25½

SPELTER. See weekly report.

SPOUTS

Warner Malleable Winged

Shank, per 1,000 \$18 00

STAPLES Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 95

Fence staples, galv., 25 lb. boxes 5 20

Fence staples, bright, in kegs 4 15

Fence staples, bright, in 25-lb. boxes 4 35

Poultry netting staples, 100 lb. kegs 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. Japd., cyco bearing.. 24 00

Univ. N.P., cyco bearing.. 27 00

Grand Rapid, Japd., ball-bearing 26 00

Grand Rapid, N.P., ball-bearing 29 00

Princess, N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen, N.P., ball-bearing 32 00

Parlor 35 00

SWINGS

Baby, 2-passenger, each ... \$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys Gliding Seats with awning, each 13 50

Without awning, each 9 00

TACKS

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimp,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount, 75 and 10%.

NAILS

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

CAPPED GOODS

Lining tacks, in papers; lin-

ing tacks, in bulk; saddle nails,

in papers; saddle nails, in bulk;

tufting buttons, 22 line, in doz.

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ners' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobblers' rivets; brass cob-

blers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 75

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each 3 45

Reliable Jr., No. 103, 50 ft. 3 25

TIES (METAL)

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

TROUGH (EAVE)

C. G. Square bead and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount 45 and 2%.

TRACK

B.T. Double Angle..12 & 10c ft.

B.T. Double T.11c ft.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c per lb. allowance.

Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.

5-ply and up 0 27

4-ply 0 26 0 26½

3-ply 0 25 0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2½ in. 16 00

100 ft., 2½ in. 18 00

100 ft., 3 in. 21 00

100 ft., 3½ in. 25 00

100 ft., 4 in. 31 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Hercules

No. 4 12 40

No. 5 13 83

No. 6 15 40

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 80

Per nest

Nests of 3—0, 1 and 2 \$2 38

Nests of 3—1, 2 and 3 2 05

Nests of 4—0, 1, 2, and 3 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

cocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½%; patent quick

opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

WARE, JAPANNED

Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED

White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

WARE, GALVANIZED.

Dufferin pattern pails, list.

English pattern, list.

Galvanized wash tubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

WARE, TIN, PIECED

Discount, 17½%.

6, 10 and 14-qt. flaring pails.

17½%.

Copper bottom tea kettles and

boilers, list.

WARE, STAMPED. Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

WASHERS, IRON.

Full box, 25%; smaller lots.

25% assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS. Horse, ¾c lb.

WHEELBARROWS.

Navy, steel wheel, doz. \$1 25

Gardner, steel wheel, doz. 43 20

Light garden, per doz. 33 75

Heavy garden, L-side 23 99

Heavy farm, solid side 43 20

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

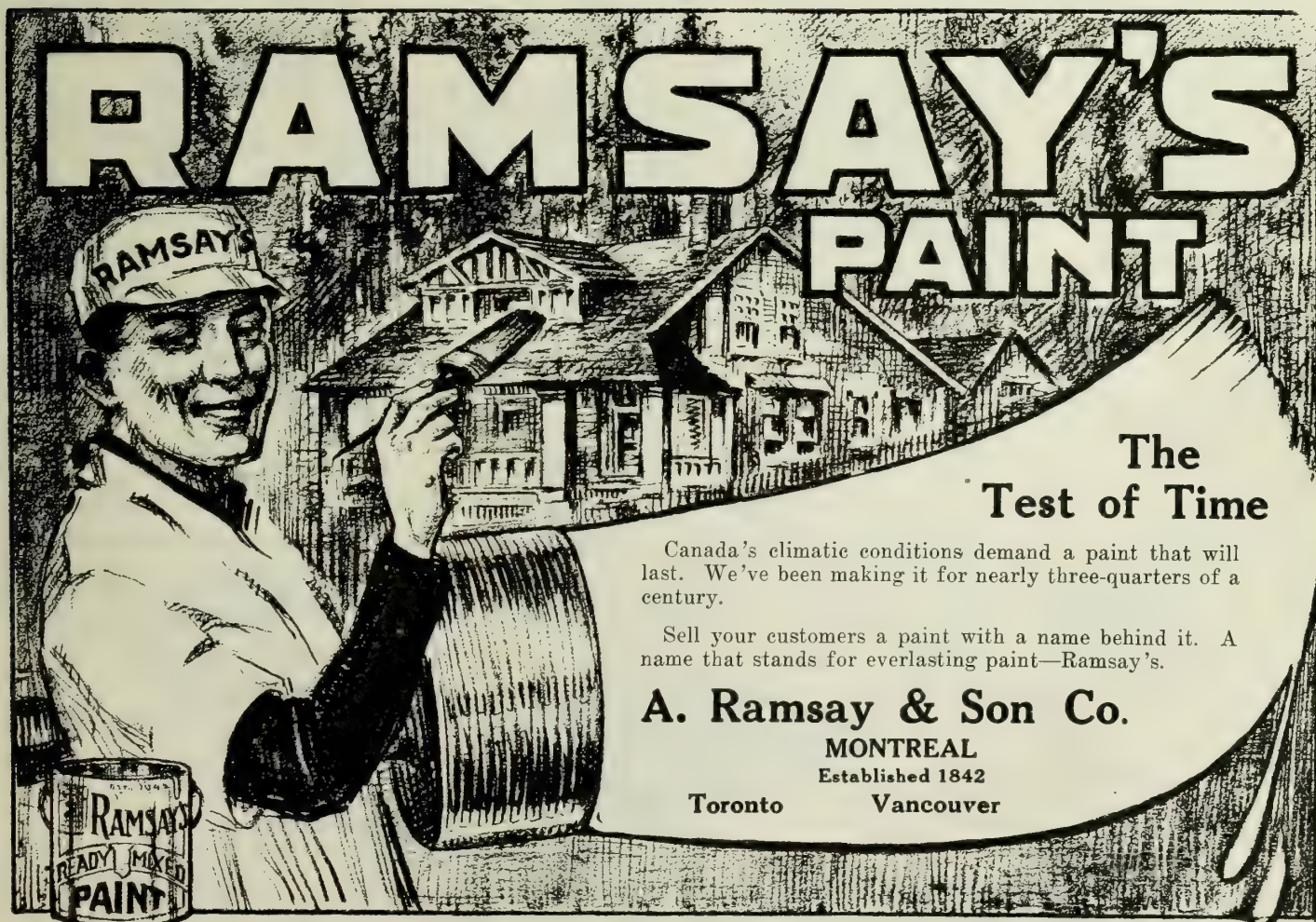


MUNRO'S

DRY COLORS

Reds, Yellows, Greens, Blues,
Paris Green

The Allan Munro Color Co.
MONTREAL Limited



RAMSAY'S

PAINT

The
Test of Time

Canada's climatic conditions demand a paint that will last. We've been making it for nearly three-quarters of a century.

Sell your customers a paint with a name behind it. A name that stands for everlasting paint—Ramsay's.

A. Ramsay & Son Co.
MONTREAL
Established 1842
Toronto Vancouver

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 45

BLUE STONE

Montreal Toronto
Per lb. 0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.... \$16 13
Weighted, 20 lbs., doz.... 18 50

COATING

Cement Coating \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg... 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs... 0 09
Burnt Sienna, 100 lb. kegs... 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright... 0 04
Venetian red, No. 1 0 02
Drop black, pure dry... 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure .. 0 22
Marine black, 25-lb. irons 0 07
Lampblack 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel 4 50
Anchor Floorlustrer 2 10
O.P.W. Sunshine White 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER

Luxeberry Enamel \$5 00
Screen Enamel, BB 1 65

FORMALDEHYDE

Per bbl.
Demi-Johns, 50 lbs. 0 15½
\$1.10 for demi-john extra.

GLUE

Per lb.
French medal 0 20
English common sheet
English prima 0 25
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatin, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United Inches	Star	Diamond
Under 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	22 75	22 35
85 to 90	24 35	24 35
91 to 94	25 00	25 00
95 to 100	29 00	29 00
101 to 105	32 00	32 00

106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price

United Inches	Star	Double Diamond
Up to 25	\$7 80 \$11 90
26 to 34	8 15 12 85
35 to 40	8 50 13 60
41 to 50	11 75 15 50
51 to 60	12 25 15 85
61 to 70	13 10 16 80
71 to 80	14 75 18 35
81 to 85	22 35
86 to 90	24 35
91 to 95	25 00
96 to 101	29 00
101 to 105	32 00
106 to 110	37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:

City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' Pure 13 80 13 95

Crown and Anchor. 13 80 13 95

Crown Diamond Pure 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White Lead 12 80 13 95

O.P.W. Decorators Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect... 13 35 13 50

Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Drv Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 31 00 14 00

5-lb. bottles 29 00

10-lb. bottles 25 50 13 00

25-lb. irons 25 50 12 50

50-lb. irons 24 00 11 75

100-lb. irons 11 60

200-lb. irons 11 00

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-

lish" white 2 65

"English" ordinary colors. 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure... 2 65

Crown Diamond 2 35

Crown Diamond, floor... 2 00

Elephant 2 35

Freeseotone, white 2 50

Freeseotone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and An-

chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure... 2 50

Minerva, white 2 35

Minerva, ordinary colors... 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Low Bros. Hard Drying

Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint,

(Wpg.) 2 55

Stephens' Floor Paint

(Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN

Mun- C.P. Ber-

ro's Co. gers

600-lb. bbls. 38% 38% 39%

250-lb. kegs. 29 39 39%

100-lb. drums. 40 40 40%

50-lb. drums. 40 40 40%

25-lb. drums. 40% 40% 41

1-lb. 100s 42% 42% 43

½-lb. 100s 44% 44% 45

1-lb. 100s 43% 43% 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

PUTTY

Standard

Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums... 3 00 3 10

Bladders, in bbls... 3 30 3 40

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange,

35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal. \$3 00

Liquid Slating, B.B. \$3 00

STAINS

Gal. \$2 73

Oil and Split, Berry Bros... 1 05

Water Stains, Berry Bros... 1 05

Berrycraft, stain finis'... 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Per gal. cans

Brandram-Henderson, Ltd.,

"Gold Medal" 1 80

Copatine Varnish 2 50

C. P. Co.'s Sun Varnish... 2 50

Dependon Light Hard Oil

Finish 1 70

Dulglass 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish... 2 65

"Dreadnought" varnish

(gloss) 1 90

"Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil fin-

ish 1 20

"Dreadnought" interior var-

nish 1 20

"Dreadnought" terebene

dryer 1 60

"Dreadnought" bronzing li-

quid 1 07

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Exce^l 2 00

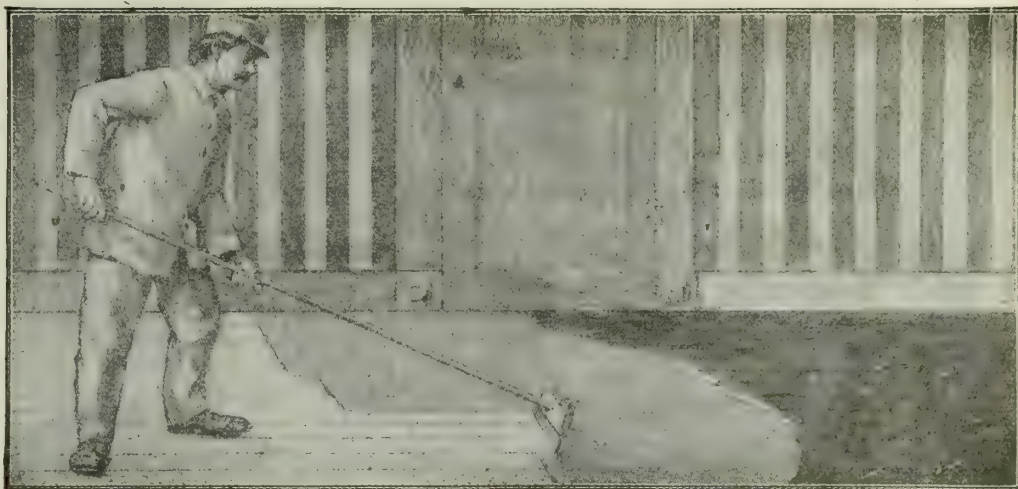
Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

The New Way



Lingerwett is the Lightning Remover

Illustration shows the "LINGERWETT" method of removing old paint, varnish, etc.—Better results and most of the labor eliminated. Lingerwett—it stays wet and nothing can resist it. Keep it in stock—You'll sell it.

The Dougall Varnish Co., Limited, Montreal

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg\$11 00
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; buckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3½ lbs., \$8.25; 3, 3½ and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$30.80.

BARS, CROW. \$5 per 100 lbs.

BAR IRON.

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.20.

BOLTS

Carriage, ¾ and smaller,
35%; 7-16 and larger, 20%; ma-
chine, ¾ and under, 35%; 7-16
and over, 25%; machine set
screws, 55%; plough bolts, 25%;
nuts, small lots, 1c advance over
list; case lots, net list; stove
bolts, 60%; shaft bolts, 20%;
tire bolts, 35%; sleigh shoe bolts
to ¾, 25%; 7-16 and up, 20%.

BORAX

Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
95c.

CHAIN

Coll. 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.85; ¾, \$5; 7-16, \$4.75; ½,
\$4.50; 9-16, \$4.50; 5, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.60; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVISES, MALL. 8¼¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60c per lb. Tinned, 47c; Braziers'
soft copper, 10-24ft., 26c; 27½¢.
Soldering irons, 55c base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50.
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 45, 20;
white, 65, 5; diamond, 40; pearl,
45, 20%.

FIXTURES

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE

400-lb. bbls., 14¼¢ lb.; 125-lb.
kegs, 15¼¢ lb.; 10-lb. jugs, \$1.85

each; 24-oz. bottles, \$3.85 doz;
12-oz. bottles, \$2 doz.

FERRULES AND RINGS

30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 36c
per gal.; \$4.95 per case.

GALVANIZED WARE.

Net list.
Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)

30% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.
Corrugated Strap Hinges—4,
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;
10, \$5.90; 12, \$8.35.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

½ in., \$3.80; 1¼, \$3.80; 1 in.,
\$3.90.

IRON GALVANIZED Apollo and

"Fleur Premier de Lis"

10½ oz. qr 28 Eng...	7 70	7 50
28 Am. or 26 Eng...	7 50	7 25
26 Am. or 26 spec...	7 20	6 95
24	7 05	6 55
22	6 45	6 45
18 and 20	6 85	6 25
16 Am.	6 70	6 10
14 Am.	6 50	6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,
60c; B, per case 6 doz., \$4.10; per
doz., 75c.

LANTERNS

No. 2, plain
 7 50 |

No. 20, X-ray
 11 25 |

No. 22, Dash-board
 10 00 |

Trullite short, globe, doz. 7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1; boiled, per
gal., \$1.02.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,
f.o.b., Winnipeg, \$4.20.

NAILS, HORSE

Capwell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS

Square, small lots, 1c advance

over list; case lots, net list.

Hexagon, small lots, 1c advance

over list; case lots, net list.

OIL CANS.

	Gal-	Tin	vanizied
½ gal., dome top....	\$2 14	\$...	
1 gal., dome top....	2 81	4 25	

2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS

Silver Star oil, 16¼¢ gal.;
Royalite oil, 17c gal.; Palacine
oil, 20¼¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 43c; Polarine oil, 60c gal.;
Prairie Harvester oil, 40c gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c; less than
barrels, 5c; Venetian red, bar-
rel, \$2.50; less than barrels, \$3.50;
American vermilion, 20c; Eng-
lish vermilion, \$3 per lb.; Cana-
dian metallic oxides, barrel lots,
3¼¢; English purple oxide, in
casks, 3¼¢; less quantities, 4c
per lb. Red lead, kegs, \$14; 15c
lb. for less.

PICKS

Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; 1½,
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,
\$47.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1½,
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,
\$11.30; 1½, \$12.50; 2, \$18.18; 2½,
\$30; 3, \$39.25; 3½, \$47.25; 4,
\$56; 4½, \$68.78; 5, \$80.10; 6,
\$108.95.

Above prices on pipe under
revision; advance will be about
5%. See weekly report.

PLASTER. Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c

lb.; less, 44c lb. In ½-lb. pkgs.,
full cases, 46c lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8
inch, \$4.75; full polish, 6-7 inch,
\$5.50; 8 inch, \$5.75; Black sheets,
\$4.65; 8 inch, \$4.90; Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY

100-lb. irons
 3 25 |

25-lb. irons, per cwt.
 3 50 |

1½-lb. tins
 0 07 |

RIVETS AND BURRS

Iron rivets, 30 per cent.; cop-
per, No. 7, 66c lb.; No. 8, 66c;
No. 9, 67c; No. 10, 71c; No. 12,
75c.

Five-lb. assorted boxes, No. 8
gauge, 74c lb.; No. 10 gauge, 79c
lb.

Copper Burrs, No. 7, 65c; No.
8, 66c; No. 9, 68c; No. 10, 71c;
No. 12, 76c.

ROPE

Sisal, 14¼¢ base; pure Manila,
23c base; British Manila, 18¼¢
base; lath yarn, 14c base; Afri-
can hemp, 17¼¢ base; cotton
rope, 27c.

Tarred Marline Hanks, per
lb., 31c.

SASH BALANCES (Caldwell).

33-1-3 per cent. off.

SAWS, BUCK

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$5; New Cen-
tury, \$6.50.

SCALES

Same form as Toronto quota-
tions, making discounts in all
cases 5 per cent. less. All quota-
tions f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70%;
flat head, 75%; round head, brass,
35%; flat head, brass, 37½%;
conch, 45%.

SHEET ZINC.

Any lots, 30c.

Black Steel Sheets.

10 gauge	5 00
12 gauge	5 10
14 gauge	5 00

16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES

Shovels (polished) Fox and
Olds, \$8.30; Bulldog and Jones,
\$10; Black, 50c per dozen less;
Spades same as shovels. Scoops,
Black Cat, Crescent, No. 6, \$9.75;
No. 8, \$10.35; No. 10, \$11; Jones
socket scoops, Moose Scoops, No.
6, \$10.70; No. 8, \$11.30; No. 10,
\$11.85.

SOLDER

Per pound, 34 to 35c.

SPIKES

Pressed, ¼ in., \$4.65; 5-16,
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,
\$3.90.

STAPLES

Bright wire, per cwt., \$3.75 at
Fort William; \$4.15 Winnipeg;
galvanized staples, \$3.60, Fort
William; \$3.90 Winnipeg.

STEEL

Sleighshoe, \$3.50 base per cwt.;
plow, common, \$5.50; crucible
plow, \$6.60; angle, \$5.50; harrow,
\$3.25 base; east, octagon tool
steel, 10¼¢ base; square tool
steel, 10¼¢ base; spring, \$4; machine,
\$4.50 base; tire, \$5.65.

STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;
14 gauge, \$5.10; 16 gauge, \$5.10;
17 to 24 gauge, \$4.50; 26 gauge,
\$4.60; 28 gauge, \$4.75.

STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1½ in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES

40 per cent. off new list.

TACKS

Carpet, 75 per cent. off list.

Ties, Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	12 25
20 x 28 I.X.	14 50
Terne Plates	11 00

TURPENTINE

Per gal., barrel lots, 80c.

VICES

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,
\$6 each; over 45 lbs., 13c per lb.

WARES

Galvanized, heavy, net list.

WASHERS



Now, When Builders are Busy

and the demand for building material is at its height,
you should be able to close many sales for

Reinforcing Bars for Concrete

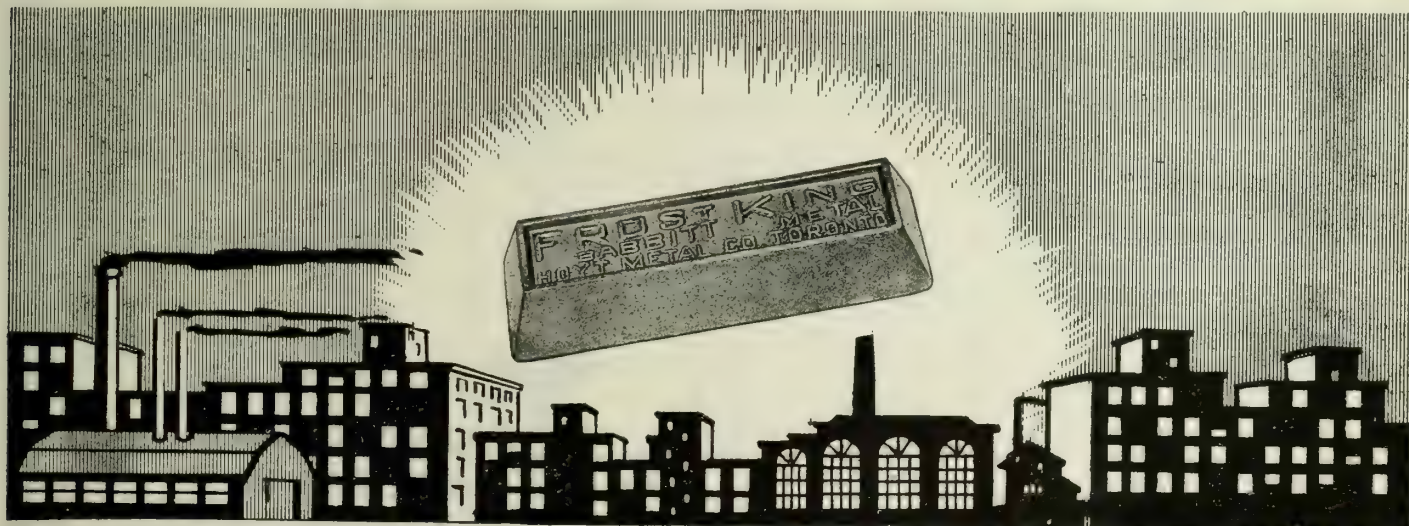
Medium steel, square cold twisted, plain round or square.

Sizes from 1-4 to 1 1-4 inches. Length up to 60 feet.

You can be sure of having your order shipped the same day
we receive it—which is a very strong talking point for you.

Do you get our Monthly Stock
List? It is free upon request.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED



Hoyt's Frost King

This Babbitt has been tested for years in many of the large machinery manufacturing plants, and has proven such a success we are placing it on the market as a first-class, all-round Babbitt. It will not only take care of high speed, but will stand up to heavy duty work in an extraordinary way.

Hoyt Babbitt Metals

Lighten the Babbitt Expense of the Plant

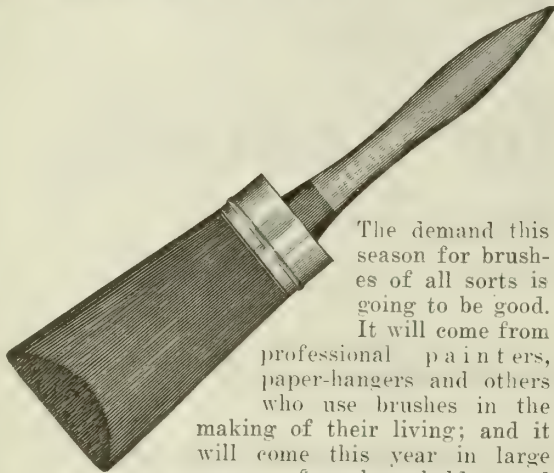
For over 40 years we have devoted our efforts exclusively to the perfection of white metal alloys, having delved carefully into the chemical, physical and mechanical properties of each element and its various compounds. All elements entering into our mixtures are carefully refined and put together in such proportions and in such relation to each other that the best possible alloy is secured for the work for which it is designed.

Annual Sales Over 5,000,000 Dollars

We have complete plant and every facility for manufacturing Shrapnel Bullets.

HOYT METAL COMPANY, EASTERN AVENUE
New York, N.Y. London, Eng. Toronto, Canada
St. Louis, Mo.

PAINT UP— CLEAN UP



The demand this season for brushes of all sorts is going to be good. It will come from professional painters, paper-hangers and others who use brushes in the making of their living; and it will come this year in large measure from householders and their wives. Labor-shortage will make it necessary for many a man to do his own painting, paper-hanging and whitewashing this spring. This fact will multiply buyers. Be ready for the demand.

Sell a brush that will give satisfaction. A poorly-made brush is an aggravation, and does the seller of it harm. When a man or woman is buying a brush, it is a simple matter to get another 25 cents or half-dollar, if the brush is worth the extra price. Point out what constitutes a perfect brush. Say something about the defects of an inferior brush. Know something about the use to be made of the brush or brushes being asked for.

Illustrate your selling talk with MEAKINS-MADE brushes. Say something about the bristles used, and why they are adapted to the work required of the brush. Point to the length of the bristles, and the quantity used in a good brush. Point to the binding, whether a ferrule, or wire-wrapping, or metal strip. Let the customer handle the brush—to feel its smoothness of finish, and to learn about its balance in the hand. A demonstration of this kind is convincing, and leads to a ready sale—at full price.

Have you our catalogue, price and discount lists? Send for them. Give orders to your jobber or direct, as pleases you. Goods shipped from five centres—Hamilton, Winnipeg, Montreal, Toronto and London. This is an advantage.

Meakins & Sons, Limited
Hamilton, Ontario

Warehouses: Winnipeg, London, Toronto, Montreal

SCREEN DOORS

That Pull Big Business



Put the Sanderson-Harold Screen Doors where they meet the eye of your customers and they will sell themselves. The construction and finish appeal strongly to everyone.

Made of carefully selected, well seasoned dry pine, by special up-to-date machines.

Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 inch stock, finished $\frac{3}{4}$ inch thick.

Only the best grade of wire cloth is used.

We also manufacture a high-grade line of **WINDOW SCREENS**.

Write for full details on our complete line of Doors and Screens.

The Sanderson-Harold Co., Ltd.
PARIS, CANADA

The Wonder Lamp



is the latest and handiest ever placed on the market. It produces a clear, bright, white light of 500-Candle Power for less than 1-3 of a cent. per hour.

Get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match, very convenient. Fully guaranteed.

Local Merchant Agents wanted everywhere.

Write now and get an independent plant at cost.

MacLaren Light Co.
Merrickville, Ontario

If interested, tear out this page and keep with letters to be answered.



This Trade-Mark Means Bigger Business for You

The rate at which the sales of Canada Paint are increasing indicates that it is fast becoming one of the big assets of those dealers who are fortunate enough to be Canada Paint Agents.

The "C.P." Trade-Mark on each can stands for the best paint that can be made, and it is backed up by a co-operative selling plan that more than half sells it.

*If you are interested in bigger business,
ask for the C.P. agency in your district.*

The Canada Paint Co., Limited

572 William Street, Montreal
112 Sutherland Ave., Winnipeg



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian All-Wooden Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a **BETTER** profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board
NEWMARKET, ONT.

**This Trade-Mark
stands for
Quality and Service**



Values That Bring a Big Trade
Handle St. Marys HANDLES, HOCKEY STICKS and BALL BATS.
We use only the best material procurable in our lines.
They **Look Well, Sell Well and Last Well.**
NOW is the time to place your order.

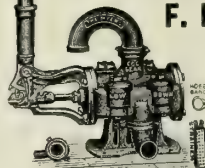
MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

F. E. Myers & Bro.
Ashland, Ohio.



J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

This may be your chance

An excellent opportunity may be awaiting you. Look at the Want Ad. page of this week's Hardware and Metal and see if it is mentioned there

WIRE NAILS

IN STEEL
HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

**POULTRY NETTING
STAPLES**

WIRE

Bright or Annealed

**SPECIAL O. & A.
WIRE**

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont.

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* ✠
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BEL-AIR DISPLAY STAND

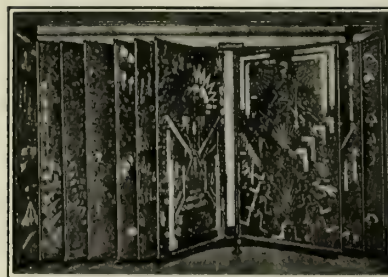
MADE IN CANADA

Unequal for Hardware display.

Shows the goods to the best advantage.

Saves time and space.

Send for catalogue and price list.



Belair Tank & Tower Co., Ltd. Cor. Moreau & Ontario E. Montreal

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

POSITION WANTED

EXPERIENCED HARDWAREMAN IS OPEN for position as hardware or paint traveller. Will take position at once. Apply Box 285, Hardware and Metal. (tf)

WANTED

WANTED—SET OF TINSMITHING TOOLS and machines, also 8-foot cornice brake. Give list and state price. J. E. Hussey, Windsor, Ont. (25)

FOR SALE

FOR SALE—OWING TO THE DEATH OF my partner and brother, and my own poor health, I am compelled to give up one of the most profitable hardware businesses in the city of London. Our stock is all clean and up-to-date, and bought at before-the-war prices. This is a rare opportunity for the right man. Apply to W. D. Love, care of The Love Hardware Co., 111 Dundas Street, London. (27)

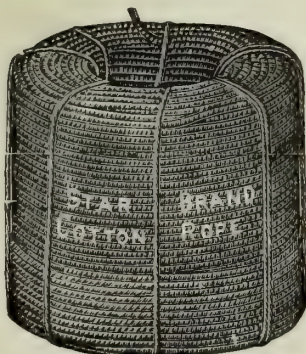
MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.



KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

OWL BABBITT METAL

Will stand
Pressure,
Speed and
Pounding.
These
qualities
appeal to
your cus-
tomers.



Made in the West by
The Owl Metal Co., Ltd., Winnipeg

"Delta"

A WORKMAN wants the best tools he can get. It pays him to have them. Price is less a matter to him than the efficiency of his tools.

And so you should stock 'DELTA' files—for the workman who is out for the best. He will pay the price, and you will make a friend and advertiser.

See that 'DELTA' trade-mark in the tang of the file. Point this mark out to your workmen customers. Explain that it means 'Money back' if the file is defective or fails to measure up to our claims for it.

Jobbers all sell
them



Money talks—to you and to your customers. Our money is behind you.

Write for details of our agency proposal.

Order from your jobber

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto
Starke, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

If interested, tear out this page and keep with letters to be answered.

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It is a service we give free, and it is printed solely for the convenience of our readers.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.

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American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
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Goodell-Pratt Co., Greenfield, Mass.
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The Stanley Works, New Britain, Conn.

Butts and Hinges

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

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Thos. Davidson Mfg. Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Gipe-Hazard Store Service Co., Toronto.

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A. C. Leslie Co., Montreal.
Roofers Supply Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Landers, Frary & Clark, New Britain, Conn.

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McKinnon Chain Co., St. Catharines.

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Universal Sales Co., Montreal.

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The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

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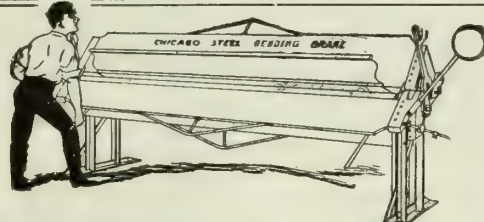
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- Wheeler & Bain, Toronto.**
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- Roofers Supply Co., Ltd., Toronto.**
- Wheeler & Bain, Toronto.**
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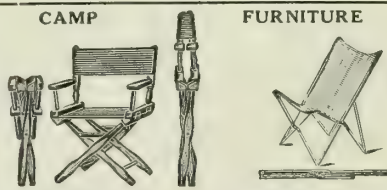
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Victor Saw Works, Hamilton, Ont.

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Victor Saw Works, Hamilton, Ont.

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Mainer Electric Co., Ltd., Winnipeg.

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The Thos. Davidson Mfg. Co., Ltd.,
Montreal.

North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Implements, Farm.
Eureka Planter Co., Ltd., Woodstock,
Ont.

Incubators
Collins Mfg. Co., Toronto.

Cushman Motor Wks., Ltd., Winnipeg.

Iron and Steel Bars
B. J. Coghlin, Montreal.

Dominion Iron and Steel Co., Ltd.,
Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pipe
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Ham-
ilton.

Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg.

Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., Lon-
don, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd.
Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd.
London, Ont.

Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakley & Sons, Ltd., London
Eng.

Knives, Hunting and Fishing
Landers, Frary & Clark, New Britain,
Conn.

Marble Arms & Mfg. Co., Gladstone,
Mich.

Geo. Wostenholm & Sons, Sheffield,
Eng.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New
York.

Lamps, Electric.
Amalgamated Electric Co., Toronto.

Busters, Jackson Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Lanterns, Gasoline
Canadian Carbon Co., Ltd., Toronto.

National Stamping & Electric Wks.,
Chicago, Ill.

Latchets
The Stanley Works, New Britain,
Conn.

Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Ham-
ilton.

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

B. Greening Wire Co., Ltd., Hamil-
ton.

McGregor-Banwell Fence Co., Walk-
erville, Ont.

Lawn Mowers
Whitman & Barnes Mfg. Co., St.
Catharines.

Lawn Settees
The Dennis Wire & Iron Works,
London, Ont.

Canada Wire & Iron Goods Co.,
Hamilton.

Stratford Mfg. Co., Stratford.

Lawn Swings

McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Linseed Oils

Dominion Linseed Oil Co., Ltd.,
Montreal.

A. Ramsay & Son Co., Montreal.

Lead Pipe

Canada Metal Co., Toronto.

Hoyle Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-
ilton.

Levels

Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New
Britain, Conn.

Litter Carriers, Track
and Fittings
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Lockers

Canada Wire & Iron Goods Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Win-
sor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone,
Mich.

Mats, Rubber
Canadian Consolidated Rubber Co.,
Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,
Hamilton.

Pratt & Whitney Co., Ltd., Dundas.

Stanley Rule & Level Co., New
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Metals
The British Aluminium Co., Ltd.,
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyle Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New
Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Ham-
ilton.

Williams Bros. & Piggott, Ltd., Bir-
mingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

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Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

The Dennis Wire & Iron Works,
London, Ont.

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Metallic Roofing Co., Toronto and
Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Metal Polish, Emery Cloth, etc.
Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto,
Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert
Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-
tain, Conn.

Monel Metal
The International Nickel Co., New
York, N.Y.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks.,
Fitchburg, Mass.

Mop Wringers
White Mop Wringer Co., Fultonville,
N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridge-
port, Conn.

Nails, Wire

The British Aluminium Co., Ltd.,
London, Eng.

Dominion Iron & Steel Co., Sydney,
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited
Hamilton.

Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New
York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax,
N.S.

Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Montreal.

Universal Sales Co., Montreal.

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Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd.,
Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.

Wayne Oil Tank & Pump Co., Wood-
stock, Ont.

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Banwell-Hoxie Fence Co., Hamilton.

McGregor-Banwell Fence Co., Walk-
erville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co.,
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Manitoba Bridge & Iron Works, Ltd.,
Winnipeg, Man.

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Canadian Consolidated Rubber Co.,
Montreal.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto.

Paints
Wm. Cane & Sons Co., Newmarket.

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Canada Paint Co., Montreal.

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Sherwin-Williams Co., Montreal.

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Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

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Paris Green
Canada Paint Co., Montreal.

Allan Munro Color Co., Ltd., Mon-
treal.

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Stratford Mfg. Co., Ltd., Stratford.

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Canada Wire & Iron Goods Mfg. Co.,
Hamilton, Ont.

Greening, B., Wire Co., Hamilton.

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Mecca Specialties Co., Ltd., Toronto.

Pig Iron
The Steel Co. of Canada, Ltd.,
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A. C. Leslie & Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

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Galvanized
Beatty Bros., Ltd., Fergus, Ont.;
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Canadian Tube & Iron Co., Montreal.

Hoyle Metal Co., Toronto.

The Steel Co. of Canada, Ltd.,
Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto,
Winnipeg.

Roofers Supply Co., Ltd., Toronto.

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Winnipeg Ceiling & Roofing Co.,
Winnipeg.

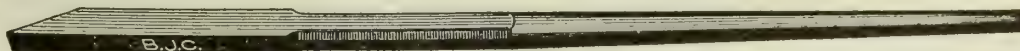
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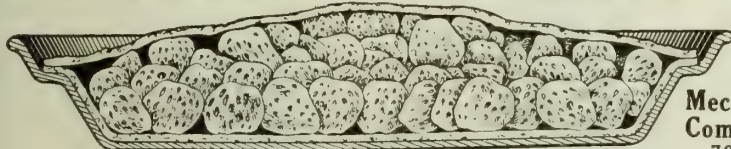
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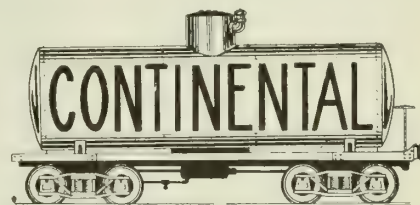
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The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black.**Smokeless, Lesmok (Partly****Smokeless)**

Du Pont Powder Co., Wilmington, Del.

Pulleys

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg.

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Canadian Consolidated Rubber Co., Montreal.

Darling Bros., Ltd., Montreal.

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Aylmer Pump & Scale Co., Aylmer, Ont.

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Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

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Richmond Pump Co., Winnipeg.

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Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. P. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display

R. M. Rowser & Son, Renfrew, Pa.

Ranges

Clare Bros. & Co., Ltd., Preston, Ont.

The Davidson Co., Montreal.

Findlay Bros., Carleton Place.

Refrigerators

Clare Bros. & Co., Ltd., Preston, Ont.

Pease Family Co., Toronto.

Rat Traps

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps

Delta File Works, Philadelphia.

Henry Disston & Sons, Toronto.

Razors

Geneva Cutlery Co., Geneva, N.Y.

Jonathan Crookes & Son, Sheffield, Eng.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Geo. Wolstenholm & Son, Sheffield, Eng.

Razor Hones

Carborundum Co., Niagara Falls, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

Reamers

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

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Brandram-Henderson Co., Montreal.

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Refrigerators

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Genl. Rapid Refrigerator Co., Grand Rapids, Mich.

Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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McGregor-Banwell Fence Co., Walkerville, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

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Colt's Patent Fire Arms Co., Hartford, Conn.

Johnson's, Iver, Arms & Cycle Wks., Pittsburgh, Mass.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Parmenter & Bulloch Co., Gananoque.

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Winnipeg.

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Simonds Canada Saw Co., Montreal.

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Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

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Screen Door Sets

The Stanley Works, New Britain, Conn.

Screw Plates

Butterfield & Co., Rock Island, Que.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits

Buck Bros., Milbury, Mass.

Screw Drivers, Pockets

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Northern Bolt & Screw Co., Owen Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood

Steel Co. of Canada, Ltd., Hamilton.

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Acme Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain, Conn.

Henry T. Seymour Shear Co., New York.

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Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

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Shellac

Berry Bros., Walkerville, Ont.

Douglas Varnish Co., Ltd., Montreal.

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Shock Absorbers

Adamson Mfg. Co., Hamilton.

Richards-Wilcox Canadian Co., London, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

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Hoyt Metal Co., Toronto.

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Interstate Electric Novelty Co., Toronto.

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Lewis Bros., Ltd., Montreal.

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The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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A Straight Talk from the Manager

NO. 43

**“Everything
That Is
Gettable”**

ABOUT a month ago, the general manager of a large Western Ontario manufacturing firm (name on request) walked into the biggest hardware store in a Saskatchewan city just as the chief clerk was telling a Hardware and Metal Editor how much he appreciated the information he derived from our advertising pages.

“Hello!” said the G.M. “What are you doing out here?”

“Just getting information for Hardware and Metal,” was the rejoinder, and the G.M. remarked: “That’s just like Hardware and Metal, getting everything that’s gettable”.

It is because Hardware and Metal gets everything that is gettable in the way of information for the Canadian hardware trade that merchants and their clerks find it profitable to study every issue of their trade paper.

J. G. L.

The Holidays Will Boost Your Ross .22 Cadet Sales

Every youth wants to take a gun to the country. It affords lots of healthful open-air sport, and is the best way to learn how to shoot — an important duty of every Canadian.

The Ross .22 Cadet Rifle is a well-built, substantial arm, modelled on military lines. It is accurate and reliable, and is no toy, but a real rifle fit to put in the hands of any marksman for target use or small game. It is the official arm for Canadian Cadet Corps.

When ordering do not forget to replenish your stock of Ross Sporting Rifles. Ross .280 High Velocities, and Ross .303 Models will be in more demand than ever this fall.



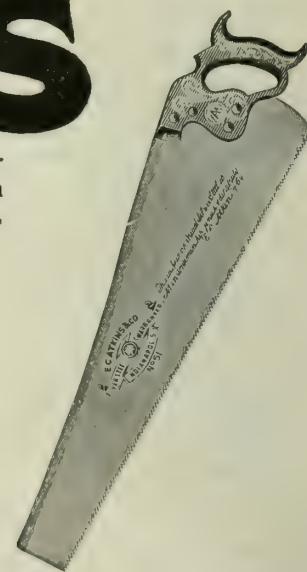
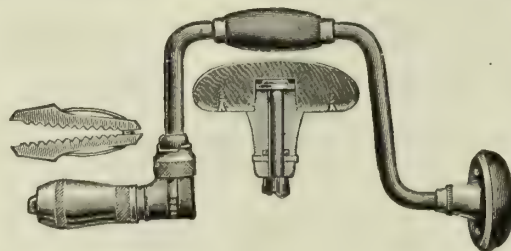
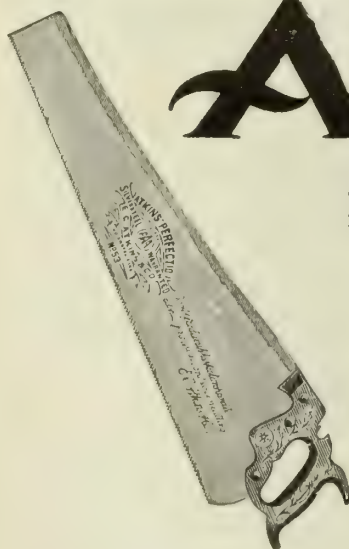
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ATKINS

Write to the nearest address below. Ask for our proposition "H.M."—A co-operative plan for increasing your Saw sales and profits.



We make the finest line of
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E. C. ATKINS & CO.

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Factory Hamilton, Ont.

Vancouver Branch—109 Powell Street

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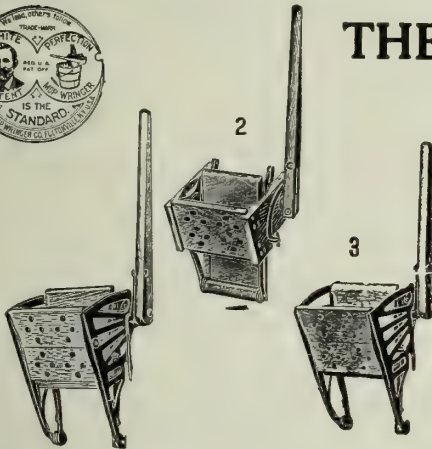
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Special prices on application

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The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers



THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

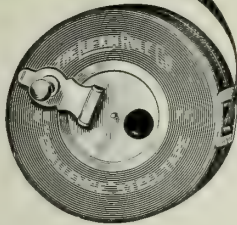
Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.



THE NEW POPULAR PRICED

LUFKIN "Banner" Steel Tape

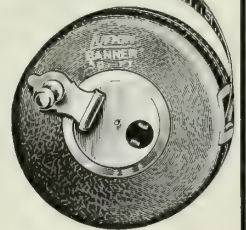
Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.
Foot number at each inch.
Originated by us.



It also has metal-lined case, push button, etc.
SELLS AT A PRICE WITHIN REACH OF
MANY USERS OF WOVEN TAPES.



THE LUFKIN RULE CO. OF CANADA, LTD.
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Talk Number Fifty-four

Don't forget that we have the Sheets in stock—we carry them in Black and Galvanize every order fresh and fine. When you want Sheets quick these busy days, say "PREMIER." It's a good word from every point of view.

TINKER TOM.

Look for Talk No. 55 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

82



Four GOOD Lines

With the
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you have a paint and varnish department
that defies competition.

With the
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you give a satisfaction that makes a large
list of steady customers.

CANADA BRAND

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THE OTTAWA PAINT WORKS

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Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

June 24

No. 26

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1916

PUBLICATION OFFICE: TORONTO, CANADA

QUALITY



ECONOMY

How to Sell More Cement

In your town there are many opportunities to increase your sales of cement and your profits.

We have some pertinent suggestions that will help you to round them up with little effort.

These suggestions are yours for the asking.

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Canada Cement Company
Limited

399 Herald Building, Montreal

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

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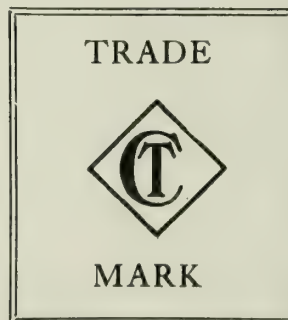
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Bolts,	Rivets, Etc.



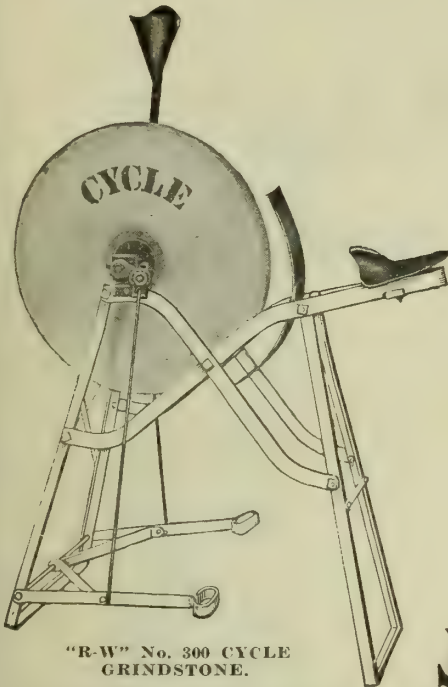
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Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
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INCREASE YOUR GRINDSTONE BUSINESS



"R-W" No. 300 CYCLE GRINDSTONE.

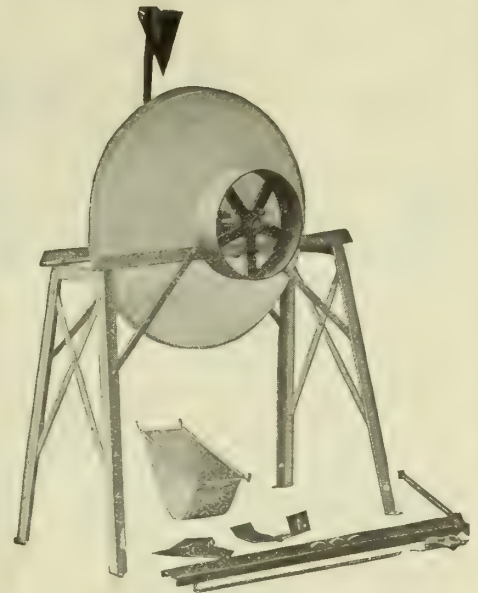
Only five pieces in the Cycle frame. This means minimum number bolts and joints, rigidity, strength. Triangle frame stands on soft ground. Four sets ball-bearings for axles and pedal rods. Guaranteed very best Berea grit.



No. 320 FAMILY GRINDSTONE, 7-inch, Ball-bearing, Metal Base, a high-grade article, doz., \$22.70.

Set samples out on the sidewalk—that's the way to sell 'em.

SEE CATALOGUE FOR TUBULAR FRAME GRINDSTONES.



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Every farmer needs it. Stone 22 ins. Pulley 12 ins. Weight 115 lbs. Retails in Ontario for \$9.75. Shipped K.D., one in a crate. List, \$15.80.

Richards-Wilcox



CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



BE SURE THAT YOU STOCK YOUR MOTOR SUPPLY DEPARTMENT WITH CARBORUNDUM Valve-Grinding Paste

THE fastest, cleanest-cutting valve-grinding paste made—for all motor engines.

It's a mixture of the hard, sharp, fast-cutting Carborundum grains and a high-grade grease.—Cuts the carbon, removes the pit marks quickly, easily.

Put up in neat outfits, single tubes and pails—coarse and fine. Ask about the display cartons.

Have you entered the great Leaders of the world window display contest?

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Valve-Grinding Outfit for the car owner. Two tubes, coarse and fine. Carborundum cloth for general use.

If interested, tear out this page and keep with letters to be answered.

The UNIVERSAL Mayonnaise Mixer and Cream Whip

Makes perfect mayonnaise dressing in a fraction of the time required by the hand method. No special skill is required and any recipe may be used.

The UNIVERSAL Mayonnaise Mixer eliminates all difficulty in mixing the oil and egg while the salad is being beaten, as the oil cup is equipped with a valve adjustment which regulates the flow of oil from a single drop to as great a quantity as desired.

The dasher travels around the jar as well as revolving the blades and this double motion mixes whatever is in the jar more thoroughly and in less time than any other mayonnaise mixer.

These features alone make the UNIVERSAL Mayonnaise Mixer superior to any other on the market and are points which every house-keeper will appreciate.



The bowl is entirely open at the top and the inside is perfectly smooth with no grooves. It is not fastened to the frame and is easily removed, for cleaning, by loosening the thumb nuts at the sides.

When these thumb nuts are loosened the entire operating part may be removed from the bowl.

All metal parts are heavily tinned, thus insuring freedom from rust.

A large clamp holds the mixer securely to the table, making it easy to operate.

The UNIVERSAL Mayonnaise Mixer is remarkable for its simplicity of construction and the ease with which it may be cleaned.

No. 150. Mayonnaise Mixer. Mixing Capacity 1 Pint. Each \$2.00

It may be used, with excellent results, for beating eggs, and mixing all light batters, and as a cream whipper it is unexcelled. A pint of pure cream, taken from the ice, can be whipped stiff in one minute and the whites of two eggs can be beaten stiff in less than two minutes.

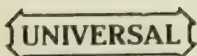
The UNIVERSAL Mayonnaise Mixer is adapted to all mayonnaise recipes, preparing them with less work and in far less time than can be done by hand.

For prices, etc., write to your jobber, or direct to us.

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co., Montreal



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POULTRY NETTING



$\frac{3}{4}$ -inch to 2-inch Mesh.

Most jobbers are entirely without stock. We wish to say that we have a complete stock of all standard meshes, $\frac{3}{4}$ to 2 inch.

Our Stock is all the

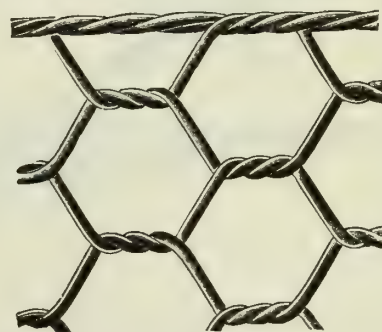
**“WW”
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The Standard of
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“WW”

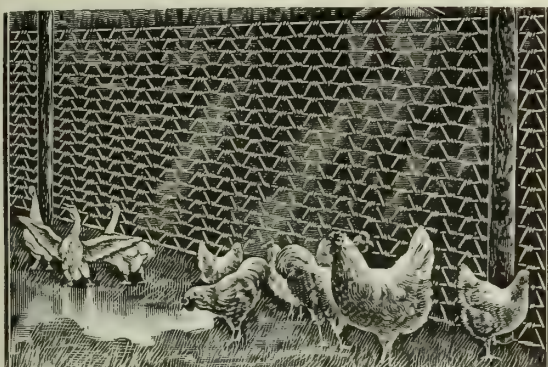
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Galvanized before Weaving



$\frac{3}{4}$ inch Mesh

The above cut tells
its own story



“WW” Poultry Fencing hangs straight and tight, requires no top and bottom rail, galvanized after weaving.

Made in 1-inch and 2-inch Mesh

Poultry Fencing
“WW”
BRAND

Send in Your Orders
NOW
We are Quick Shippers

Poultry Netting
“WW”
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LEWIS BROS., LIMITED, MONTREAL

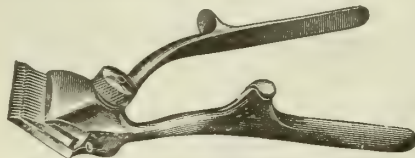
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

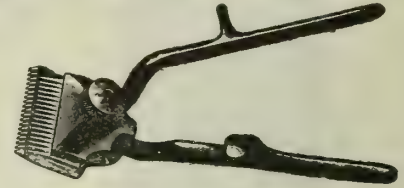
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



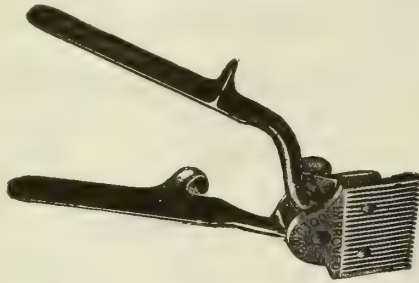
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

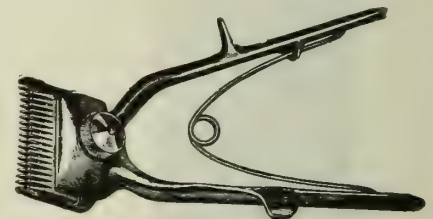
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

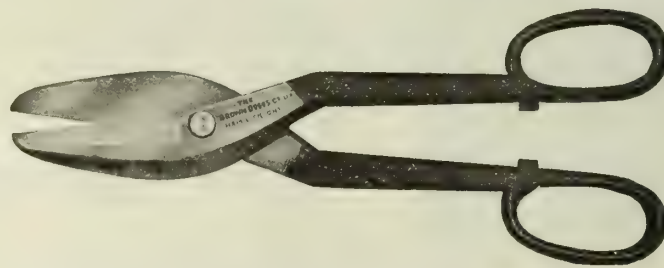
Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

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Setting Hammers
Soldering Irons, all sizes

Punches and Chisels
Hollow Punches
Rivet Sets
Gasoline Firepots
Charcoal Firepots

Gas Firepots
Steel Letters and Figures
Cutting Nippers
Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

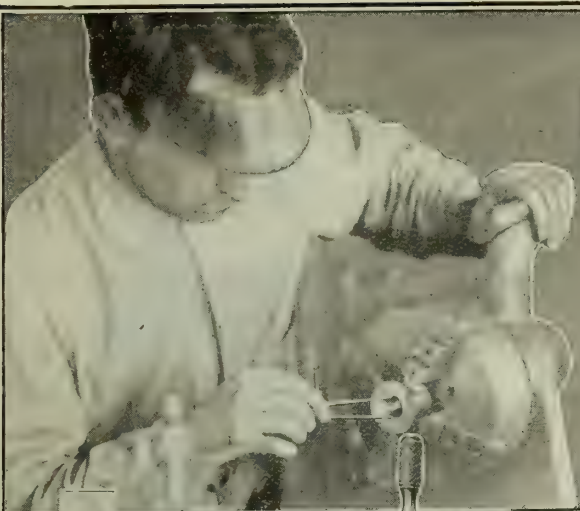
Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada

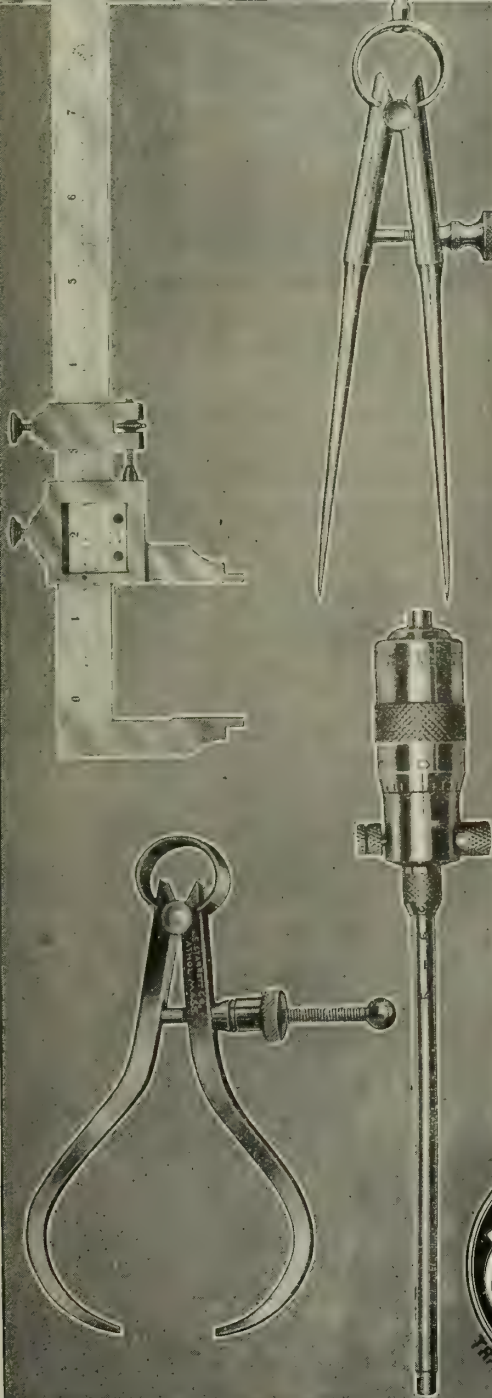
Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.



MEASURING LATHE WORK



THE "SET" of a contact measuring instrument must be firm and secure. The slightest spring of the instrument means ill-fitting work.



Starrett Tools

are tools of accuracy. They are absolutely dependable for the finest work. For work requiring measurement to the thousandth of an inch, many mechanics prefer direct reading instruments, such as the Starrett Micrometer, Vernier Caliper, etc. The Starrett catalog describes 2100 styles and sizes of tools. Combination Squares, Micrometers, Vernier Calipers, Dividers, Steel Tapes, Steel Rules, Levels, Gages, Hack Saws, and many others.

Let this quality line help your business as it has for other dealers. Starrett Tools build prestige. We deal direct with retail hardware stores.

Send for Catalog No. 21-MA Prices and Discounts

The L. S. Starrett Co.

"The World's Greatest Tool Makers"
Athol, Mass.

London New York
Chicago



If interested, tear out this page and keep with letters to be answered.



Get the Local Workmen

shop superintendents, shop foremen and employers coming to your store for files. Let them know that you carry the Famous Five Files:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(MADE IN CANADA)

They know the Famous Five as well as, if not better than, you do. They know their quality. They know they are Nicholson-made. They know that no other files give them such satisfaction.

Consequently, there is no reason why, if you handle things right, and sell the Famous Five, you should not get all of the file business in your locality.

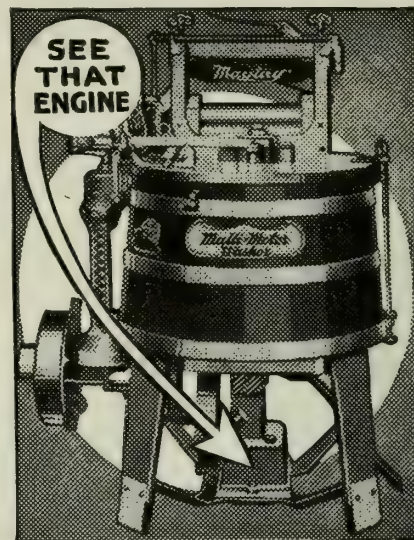
The demand is there. It only remains for you to supply it.

Write for our catalogue and terms; also for a copy of "File Philosophy." You will be interested in it.



If interested, tear out this page and keep with letters to be answered.

The Maytag Multi-Motor Washer



See That Engine

It is positively the only successful engine of its kind on the market—it operates on gas, gasoline, kerosene or alcohol—about 5c worth does the wash—it is the principal exclusive feature of

The Maytag Multi-Motor Washer

This washer will not injure the daintiest linens or the most delicate laces and it will handle the heaviest blankets—doing the work twice as well and in less than half the time required by the old fashioned washer or back-breaking, knuckle-skinning wash board and tub.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

Get ready for the spring trade by having samples to show of our Electric, Hand Power, Maytag Power (equipped to be run with a separate engine), and Multi-Motor. The four best washing machines in the world.

If you are in business in Alberta, write to the Merchants Hardware Specialties, Limited, Calgary, for full particulars.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.



THE SOUND BASIS OF YOUR BUSINESS

is the confidence of
your customers.

This can only be secured by giving them
the very best value for their money.

SAMSON FARM TOOLS

have always had a reputation for perfect
style, balance and durability, and the
prices permit you to give the best money
values.

ABSOLUTELY GUARANTEED

H. S. HOWLAND SONS & CO.
WHOLESALE HARDWARE
MERCHANTS
TORONTO

LIMITED



HOWLAND'S "SAMSON." The name insures the quality.

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609

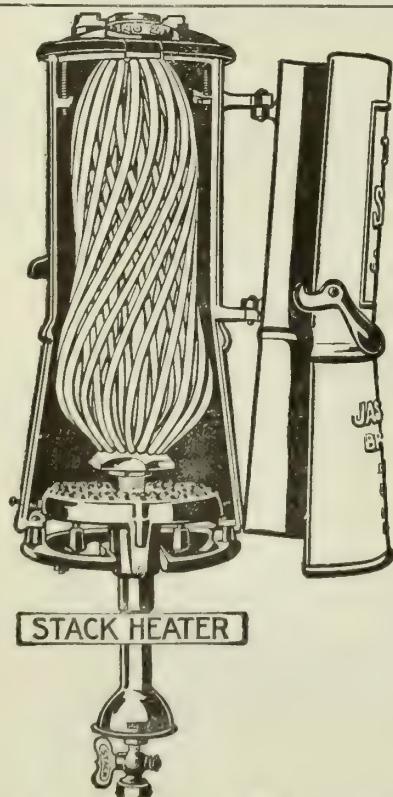
Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

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Quality



Service



The Steel Company of Canada, Limited

PRODUCTS

**"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,
PLOW BEAMS, ETC.**

FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,
Top Goods, Etc.

WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,
and Washers.

WROUGHT PIPE

Black and Galvanized Nipples and Couplings.


SCREWS

Wood and Machine Steel, Brass and Bronze.

LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited



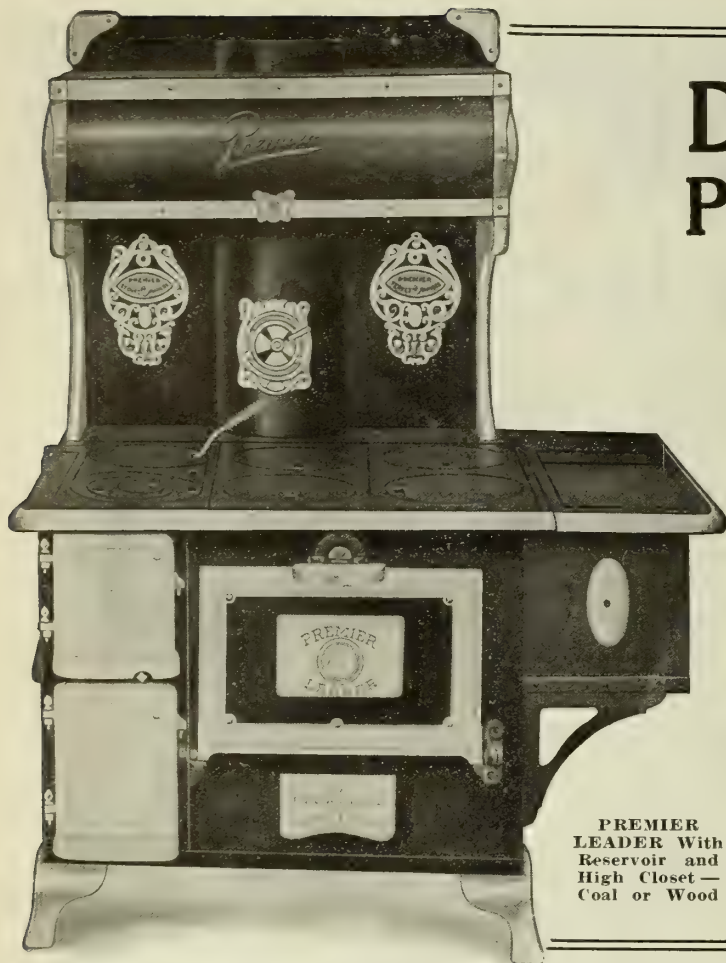
HAMILTON & TORONTO



MONTREAL



WINNIPEG



DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

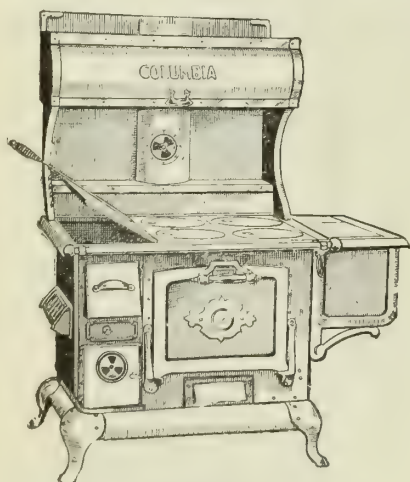
**The Thos. Davidson Mfg.
Company, Limited**

Toronto

MONTREAL

Winnipeg

PREMIER
LEADER With
Reservoir and
High Closet —
Coal or Wood



Retail Price :
\$50.00

EVERY STOVE SALESMAN

KNOWS, when the prospective customer walks up the stove-floor looking over your line of ranges, and stops in front of *one particular sample*, making a few admiring comments; that is the range for him to sell her.

If that sample is "A Columbia," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

"EVERY RANGE GUARANTEED."

Dominion Stove & Foundry Co., Ltd.

PENETANG, ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a Want Ad. in this paper.

If interested, tear out this page and keep with letters to be answered.



A Help to Dealers

Here's a book we are offering to distribute free for our dealers to their mechanic customers.

MILLERS FALLS MECHANICS' HANDBOOK

will help build mechanics' good will for every dealer who takes advantage of our special offer.

The book contains 60 pages of mechanical information that has never been compiled before. It is a mine of the most valuable kind of facts, formulas and helpful hints for the carpenter, metal worker and machinist.

Some of the subjects covered are :

- How to figure board measure, shingles, paint, brickwork and stonework.
- Weight per foot of wood.
- Number of nails to pound.
- Wood staining recipes.
- Putty, cements and glues for wood.
- Grinding wheel information.
- Coloring steel and brass.
- Weight of round and square iron and steel.
- Composition of alloys.
- Tensile strength of boilers.
- Weights and volumes of fuels.
- How to find a tap size drill.
- Decimal equivalent of twist drills in inches.
- And 50 other subjects.

Send for sample copy of the book and outline of our free distribution offer to dealers. Write for booklet No. 12.

MILLERS FALLS CO.

112 River Street
MILLERS FALLS, MASS.



Nickelled Steel Range

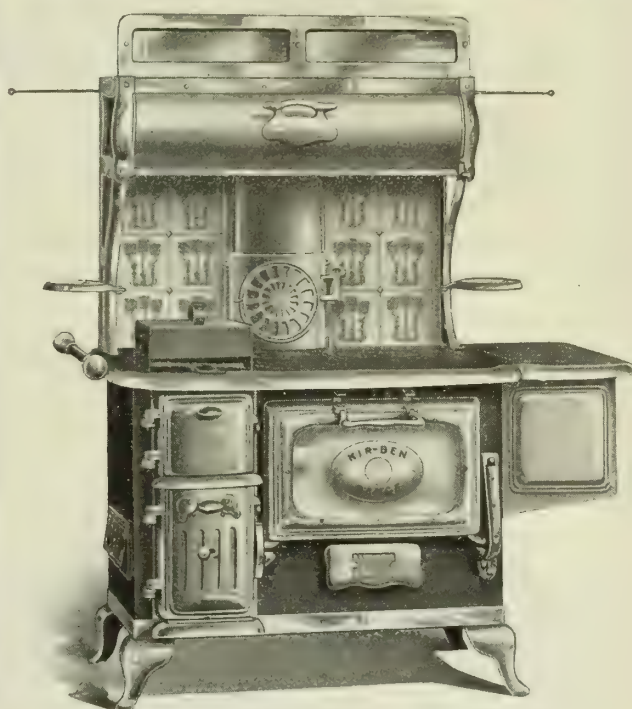


Photo illustration of Kir-Ben Steel Range, Nickelled Finish, Right-Hand Reservoir, Tile High Closet and Mirror Top.

TRADE PRICES

Square	Reservoir
\$46.75	\$52.00

Duplex grates for coal and wood.
Wood only, deduct \$1.00.
Thermometer, if desired, 50c.

REBATES

5 ranges, steel or cast during 1916	5%
10 " " " " " "	7½%
20 " " " " " "	10%

SIZES

Oven 20³/₄ x 20 x 12¹/₂.
Coal Firebox, 18 x 9 x 8¹/₂.
Wood Firebox, 27 x 9 x 10.
Top Size, square, 44 x 28¹/₂.
Top Size, reservoir 49¹/₂ x 28¹/₂.
Six No. 9 Covers.

FEATURES

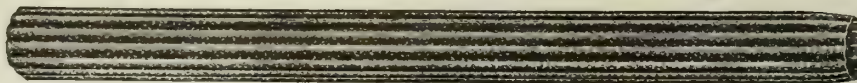
Full nickel finish.
Economic Damper, Kir-Ben Broiler and Hood, Heavy Insulation, Improved Flue, French Top, Plain Double-plated Nickel, Non-warping covers, etc., etc.

Order now from

KIR-BEN, LIMITED
ALMONTE, ONTARIO

KIR-BEN AGENCY IS THE BEST

If interested, tear out this page and keep with letters to be answered.



You will Save Time, Money and Solder by using Our EAVETROUGH AND CONDUCTOR PIPE

Ridge Roll, Valleys, Elbows, Skylights, Ventilators and CORRUGATED IRON.
We also carry a large stock of Galvanized Sheets and Tin Plates.

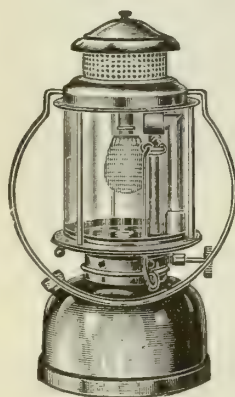
WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

WHEELER & BAIN

179 KING STREET EAST
108 GEORGE STREET

TORONTO

THE STORM KING LANTERN



Wind and Rain Proof — 200
Candle Power, $\frac{1}{4}$ cent per
hour. Operates 15 hours on
one filling of gasoline or kero-
sene. The highest powered,
most economical, and safest
lantern ever made, for farm-
ers, dairymen, contractors,
sportsmen, watchmen, and for
shows, boats, railroad yards,
military encampments, and
way stations. Automatically
cleaned, cannot clog. No wicks
to trim, no chimneys to wash,
no smoke, no smell, no dirt. A
quick and profitable seller for
dealers and agents. If you
want one for your own use,
ask your nearest hardware
dealer to send for one on trial

If you want the agency write for our Special Lantern
Proposition.

**National Stamping & Electric
Works**

470 S. Clinton Street, Chicago

**Stanley
Tools**



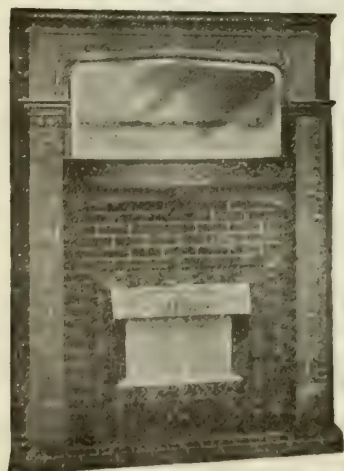
Stanley Nail Sets

† Made of a high grade of tool steel. Both ends hardened
and oil tempered. Specially well knurled, giving the
workman a feeling of security as to "grip." † The point
that comes into contact with the nail is "cupped" and the
edges nicely rounded. Made in a variety of sizes four
inches long.

† These are packed in attractive display boxes.

† You should have them in stock. They will prove them-
selves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



If interested, tear out this page and keep with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Good profits in sight—Wake Up!

M-R-Co. goods are "Right on the Job"

There are immense possibilities for the Hardware and Tinsmithing Trades in the sale of Metallic Shingles and Metallic Ceilings. Realize this before your competitor gets a strangle-hold on the trade.

Write us to-day for special 1916 proposition.

The Quality House is Safest
— Think of Safety First

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



Be sure to add the **LIGHTNING CHIPPER**. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

Time to Order **FREEZERS**

They are always in season. **THE LIGHTNING, GEM or BLIZZARD** in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.



The **Blizzard** being a single action Freezer, is cheaper in price and sells well with either the **Lightning** or **Gem**.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.

HERE'S A CHANCE FOR THE CANADIAN HARDWAREMAN

We want Canadian Hardwaremen, Ironmongers, House Furnishers, etc., to get into touch with us with a view of fixing up Agencies for the Daisy Vacuum Cleaner in Canada.

The "Goods" we offer are a perfect example of *British Manufacture*. The terms will appeal to you, the margin of profit liberal. A large range of hand and electric models from \$7.50 to \$94.50.

THE DAISY VACUUM CLEANER

Of the Machine itself—

WOOD—Seasoned Oak. CASTINGS—Well Finished. LEATHER—Best Selected. PLATING—Well Coated. EFFICIENCY—Unequalled. Those are the "Daisy" Arguments.

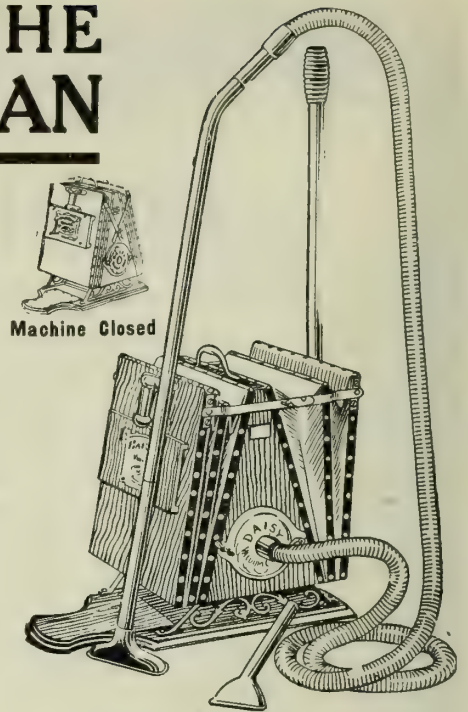
Talking Arguments are not required.

Ask your Shipper for details or write us direct.

Sole Makers—THE DAISY VACUUM CLEANER CO., LTD.

Head Office and Works Leamington Road, Gravelly Hill, Birmingham, Eng.
Telegrams: "Deklean, Birmingham." Telephones: 405 and 406 East. ABC 5th Ed.
London Showrooms—17 Philpot Lane, Fenchurch St., E.C. (1 minute from Bank).

Contractors to the British Government.



Machine Closed

"BABY DAISY" \$21.00

Handsomely made in solid oak, with nickel-plated fittings, has quadruple bellows, and is collapsible. Complete with 6 ft. hose, carpet nozzle, upholstery nozzle, lengthening tube and lever brush nozzle.

FACTORY, BURSLEM. NEW MARSDEN TILES LTD. STOKE-ON-TRENT, ENGLAND.

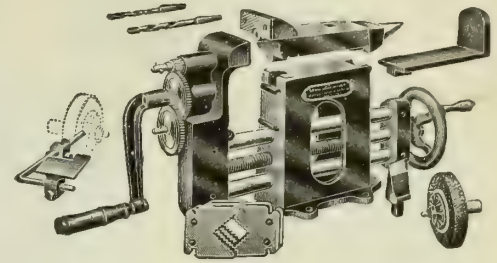
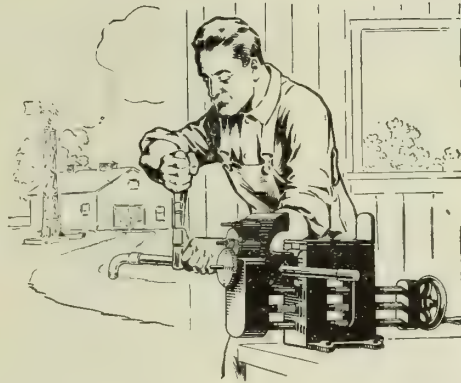
THIS SKETCH OF A HALL WITH GLAZED TILE DADO AND FIREPLACE SHOWS WHAT CAN BE DONE WITH CAREFULLY-DESIGNED TILING. ♦ WHY NOT HAVE A SHOW-WINDOW EXHIBITING OUR TILING? ♦ ♦ ♦ IT WOULD HOIST YOUR SALES GET IN TOUCH WITH YOUR IMPORTER

If interested, tear out this page and keep with letters to be answered.

A Rattling Good Seller

That always pleases the buyer and helps sell more.

Has most remarkable record for pleasing purchasers. All sold on "money back if not pleased" basis.



Stewart Handy Worker

It Consists of

A strong and powerful steel faced vise, up to 4½ inches. Width of jaw 4 inches. Cutting hardie. Steel pipe vise takes up to 1½ inch pipe. Drill press which may be operated at two speeds. Strong, sturdy anvil. Corundum grinding wheel, 5 inches x 1 inch. Three speeds, direct, 4 to 1, and 16 to 1.

A Few of Its Uses are Illustrated

There are hundreds of places it can be used about any farm, home, garage, small shop, etc.

The Tool of 100 Uses



Your jobber can supply it, or order direct from us. There is a **substantial** profit in every sale. Order in a few, or write us.

**Weights, boxed 90
pounds. Sells to
User for**

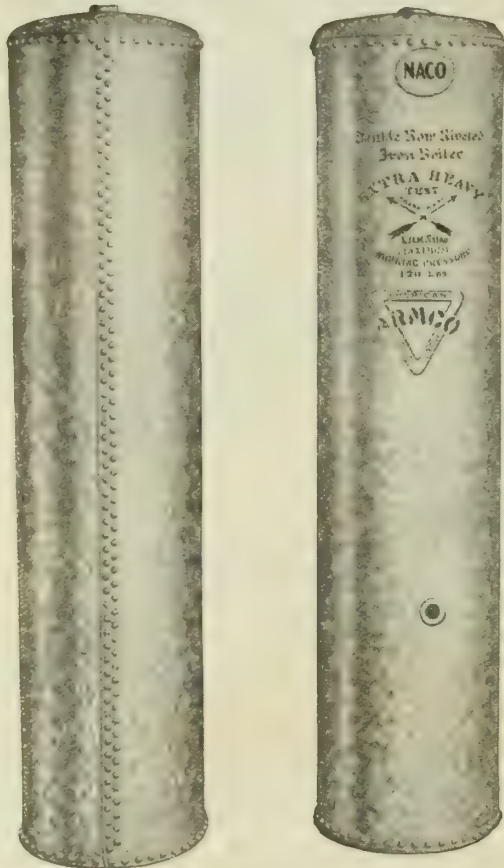
\$14.00



CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, Chicago

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Galvanized Armco Iron Range Boilers



are built for Long-Time Efficiency by
L. O. Koven & Bro., 50 Cliff St., New York City.
Riverside Boiler Works, Cambridgeport, Mass.
W. A. Case & Sons Mfg. Co., Norristown, Pa.
and other progressive manufacturers, on a base of

Blue Annealed ARMCO IRON PLATES

This material is employed in hundreds of high-quality products by manufacturers who appreciate its superior working, welding and galvanizing properties, the evenness of its quality, and the fact that, far better than ordinary iron or steel,

ARMCO IRON Resists Rust

It is the choice of the men who look to the future.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

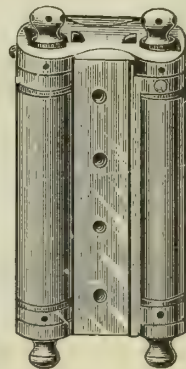
Armco-American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

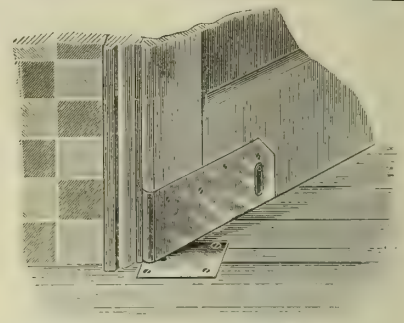
District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

NEWMAN QUALITY

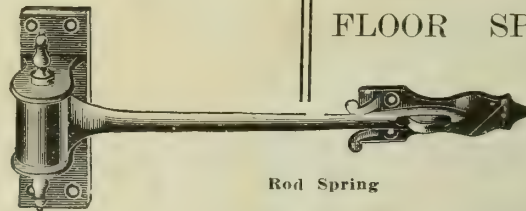
IS YOUR GUARANTEE OF GOOD
BUSINESS



Regulating
Spring Hinge

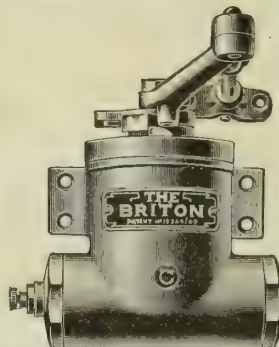


"ERA" Shoe Door Spring



Rod Spring

SPRING HINGES,
FLOOR SPRINGS,



The "BRITON" Door Check
and Spring

DOOR CHECKS,
AND SPRINGS OF
ALL KINDS.
PANIC BOLTS,
FAN LIGHTS,
GEARING, etc.

Manufactured by

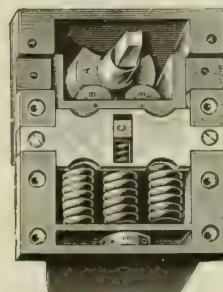
**Wm. Newman & Sons
LIMITED**

Birmingham - England

Sold in Canada by

FREDERIC SARA & CO.
326 9th Ave. W., Calgary, Alta.

*Write them for price list and
particulars*



"INVINCIBLE"
Floor Spring

If interested, tear out this page and keep with letters to be answered.

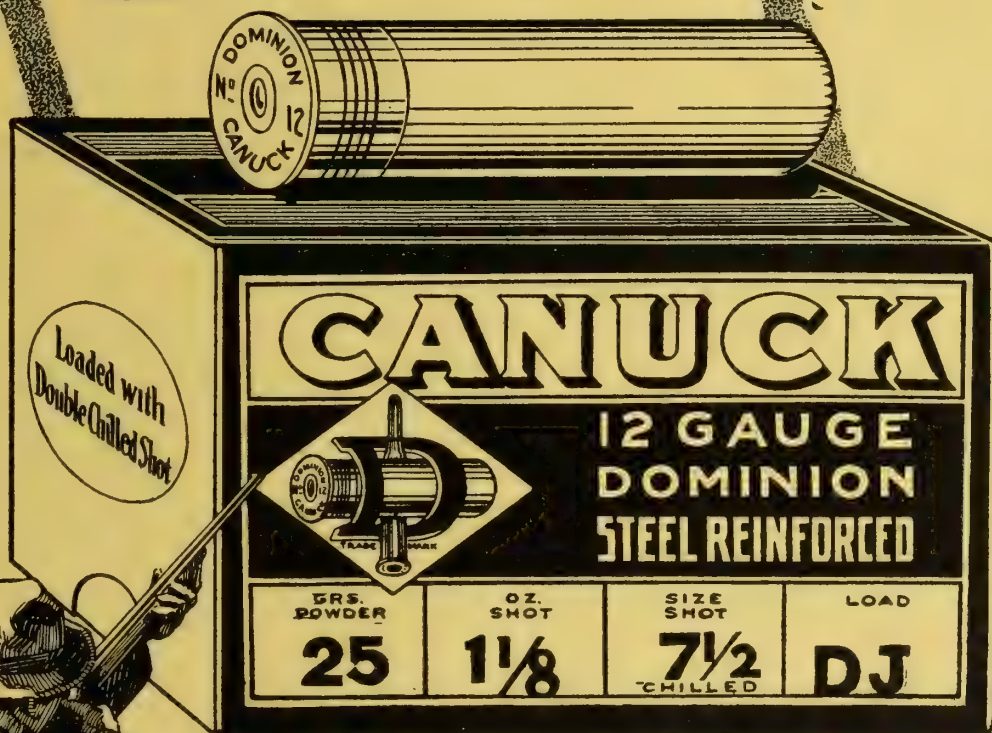
The scores made in the
Dominion Shoot at Cobourg,
Ont., June 5-6-7-8, were an
indication of the popularity and
dependability of

Dominion Shot Shells

Here are a few of the scores made with
Dominion Loads:

National Amateur Championship—H. D. Bates, winner
99 x 100 shooting Dominion Imperial.

Grand Canadian Handicap—Mark Sprague, winner
from 19-yard mark, 94 x 100, shooting Dominion Sover-
eign. 2nd, S. G. Vance, 91 x 100, shooting Dominion
Imperial.



High Average—H. D. Bates tied for first, scoring 288
x 300, 96 per cent., shooting Dominion Imperial.

Long Run—H. D. Bates winner, 118 straight, shooting
Dominion Imperial.

Preliminary Day—S. G. Vance scored 96 x 100 shoot-
ing Dominion Imperial.

High for all Targets—S. G. Vance, 568 x 600, 94 2-3
per cent., shooting Dominion Imperial.

High Professional Average—John S. Boa, 573 x 600,
95 1/2 per cent., shooting Dominion Canuck.

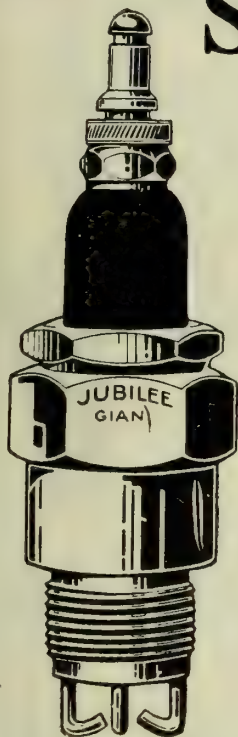
These scores are all the recommendation any Dominion
Dealer needs to give his customers who want to buy the
best shot shell on the Canadian market.

**Dominion Cartridge Company,
Limited
MONTREAL**





JUBILEE SPARK PLUGS



are built especially for this company, and were selected by us in conformity with our usual policy of offering to the retail trade only goods of absolutely the first quality under JUBILEE brand.

In the JUBILEE line we are offering two types, a super-giant for special heavy duty service, and a Junior type, somewhat lighter in weight, and offered at a slightly reduced price.

Special features of construction enter into the JUBILEE line, which serve to set it apart from the average standard spark plug, and serve further to render it superior in service and durability to any plug on the market to-day.

These goods will maintain the JUBILEE standard of quality under any and all conditions of service.

Guaranteed for Five Years

Note: All JUBILEE spark plugs are equipped with special over-weight **STONE CORES**, with heavy deep **BLUE GLAZE**. The base of these cores is the hardest and most durable insulating material ever devised or utilized in spark plug construction, and in addition, the heavy glazing affords extra reinforcement and extreme imperviability.

The Jubilee Giant

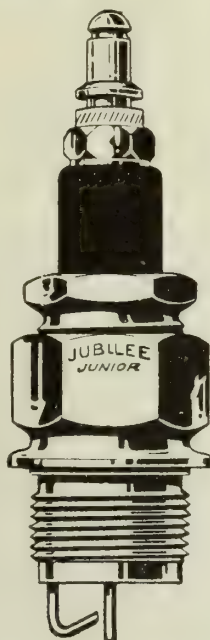
plug is of two-point heavy duty construction throughout, shells, glands, cores, center stems, and all working parts being of extreme over-size.

Heavy spring washer and copper-asbestos packing insure against compression leakage, and at the same time absorb shocks and vibration. All JUBILEE plugs are beautifully nicked and present a most attractive appearance.

Jubilee Giant plugs are guaranteed for **FIVE YEARS'** continuous service.

INSIST ON "BLUE STONE" CORES.

Note: Write for sample of new special with 1/4 exten-



The Jubilee Junior

is constructed along the same general lines as our JUBILEE Giant, but is somewhat lighter in weight throughout. We employ the same type of core, and the plug is similarly reinforced by spring washer and copper-asbestos packing.

We guarantee the JUBILEE Junior for **TWO YEARS'** continuous service, and highly recommend it for any average motor. This type is offered as a special proposition to dealers desiring to meet competitive prices, and at the same time, offer an article of superior merit.

INSIST ON "BLUE STONE" CORES.

sion for Ford and Over-land cars.



MERRICK-ANDERSON CO. LIMITED

JUBILEE GUARANTEED HARDWARE AND PAPER

JOBBER OF HARDWARE, STOVES, CUTLERY AND SPORTING GOODS
MANUFACTURERS OF BUILDING PAPER AND ROOFING

WINNIPEG, CANADA

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GARDEN TOOLS

Established
in 1803

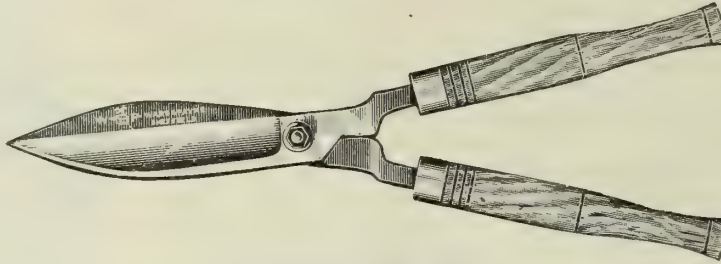
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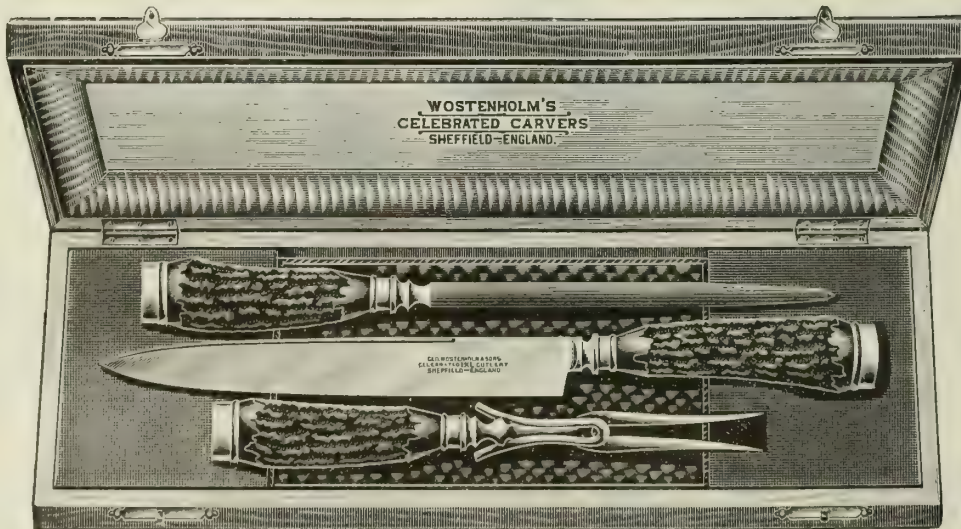
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Corrosion Devil
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, JUNE 24, 1916

No. 26

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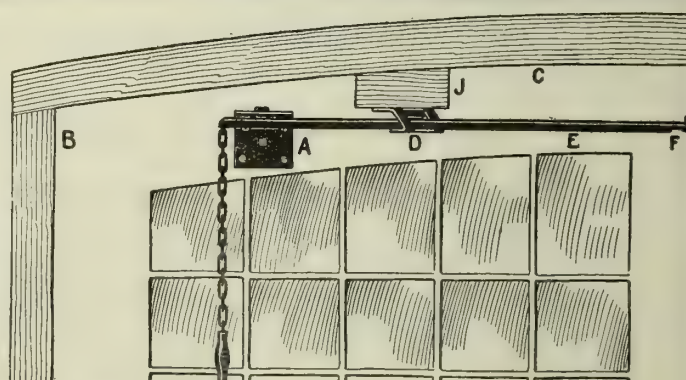
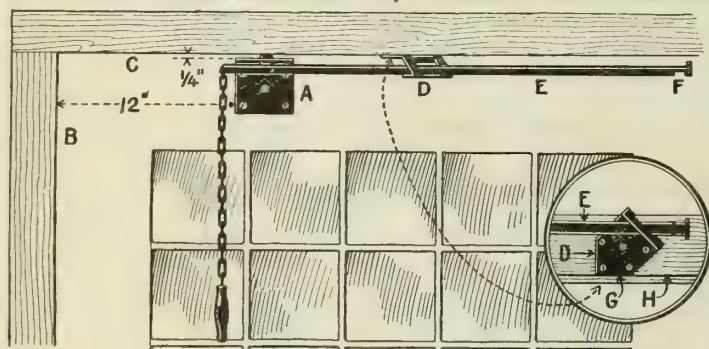
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Hardware Firm Issues War Bulletins

New Liskeard Business Very Similar to That of Any Ontario Farming Town—Features War News in Window—Conducts Private Telephone Line—Sales of Dynamite and Gasoline.

Based on information secured in an authorized interview by a Hardware and Metal representative with James Taylor, Secretary-Treasurer of the George Taylor Hardware Co., Ltd., New Liskeard, Cobalt and Cochrane.

THE new Liskeard store of this company differs from the other two only in the fact that it was created less to meet special needs, as in the case of our Cobalt mining hardware store for instance, than to meet that demand for general hardware that exists in every farming town of the twenty-five hundred to three thousand population that we have.

It is perhaps as well to dwell to some extent upon this point, as considerable ignorance prevails about this northern country if some of the manifestations we see here are to be believed.

To illustrate: It was just recently that a shipper sent some goods to our Cochrane store instead of to this one at New Liskeard, because, as he expressed it, he thought they were almost the same place. The fact is they are 140 miles apart.

In the popular imagination this whole north country is depicted as largely given over to mining. Nothing could be further from the truth. Cobalt is, and Haileybury is partially given over to that industry. Porecupine and Timmins are likewise affected, but Cochrane, New Liskeard, and a long list of smaller places are given over almost entirely to

farming, lumbering and their allied industries, with a smaller amount of mining and other business.

New Liskeard

New Liskeard is situated on the Temiskaming and Northern Ontario Railway, over one hundred miles north of North Bay, at the junction of the Wobis River with Lake Temiskaming. It is on the fringe of the great Clay Belt, that section of this northern country which offers the greatest possibilities for agriculture, and to which all settlement tends.

This belt contains big flats of lightly



Interior view of New Liskeard, Ont., store of the Geo. Taylor Hardware Co.

timbered land that are easily brought under cultivation, and for a radius of twenty miles around the towns have been settled upon and cultivated more closely than in any other district in the North. The soil is rich in lime, and is favorable to the production of legumes, such as clovers, peas, vetches, etc.

Re Balance of Trade Reversed

We have been retarded to some extent in our progress up here by the type of settler who took up the land for the timber on it, and who, after cutting that, disappeared. However, he served the purpose of clearing the land for the kind that sticks, and to-day their presence is being felt in the community. The fact that this year is the first that we have ever shipped out home-grown stuff illustrates the fact that our resources are growing. Previously we always shipped in hay, oats, feeds and potatoes. This winter we are shipping out to Toronto, to Cobalt, and Porcupine, and the newer farming districts where they do not yet raise enough for home consumption, as at Cochrane. Local transportation facilities are becoming much improved by the building of roads by the Northern Development Branch of the Ontario Government.

Conditions Similar to South Ontario

Our trade and the conditions that govern it are largely the counterpart of those that exist in towns of similar size in Southern Ontario, although the salient characteristics of it are probably more sharply defined here than there. Characteristics are more definite and less general in their character.

For instance, the manufacturers get out a special line of cold country stoves which we sell here, and which requires a line of argument that is merely an accentuation of the southern dealer's usual stove selling argument. Incidentally the need for these stoves is declining with the settlement of the land and the moderation of the climate.

Also, in blasting powder, as applied to the clearing of land, we find we have an opportunity that is peculiar to a new country. The forests of spruce, with their flat, outspread roots, are easily cleared with axe and fire, but there are large quantities of balm of Gilead, poplar and white birch; varieties that give the settler a great deal of trouble because of their tap roots that strike deep into the earth; so deep, in fact, that when dynamited the holes have the depth and size of mined trenches.

Mailing Lists for Special Circulars

We depend largely upon mailing lists as a means of reaching the trade on special occasions in New Liskeard because of the lack of circulation facilities of the weekly papers. In Cobalt, on the

other hand, we are heavy and consistent advertisers in the papers.

These mailing lists may be obtained from any one of several sources, and may be culled down by one's knowledge of the local population. We depend chiefly upon the voters' lists at the Court House for our source of supply of names. There is no expense attached to the compilation of the names, other than the detail of collecting them by a little clerical work. We use these corrected lists for the distribution of special circulars at regular intervals. We have found this necessary in order to combat the strong mail order trade that has developed here. Like the mail order catalogues, our specials show cuts and prices, as well as all other details of possible interest to buyers. We invite comparisons with mail order goods.

Mail Order Catalogue Five Years Ago

We also use a hundred-page mail order catalogue that was gotten up some five years ago to meet the jobbing needs of the Cobalt and New Liskeard mining, hardware and jobbing business, and which we have used here to the limited extent it was applicable to our field. This was lately replaced by a 125-page catalogue. This is in distinction to our Cochrane catalogue, which quotes net prices and is meant for an exclusive retail trade.

News Bulletins by Private Line

Our business with the Cobalt store became so heavy that a year ago we put in a private telephone line between the two stores, which are ten miles apart. Our tolls were so heavy before that, the saving in our telephone bills is paying for the cost.

We also make this line pay its way by

making window displays of the news we receive over it. We have no daily paper here, so that in the course of the war people have come to depend upon our daily telephone bulletins of the day's news.

Auto Accessories Development

We have developed an auto accessories branch of our business that is worked in connection with the same line in Cobalt. The Ford cars are chiefly sold in this country, so that our stock consists chiefly of all parts for Fords and the smaller articles for other cars, as well as the chief of the larger items, such as tires, etc. The splendid hard rock roads in the Cobalt district helps the whole line about here.

The Many Uses of Gasoline

We do a good business in gasoline for autos, but even that is secondary to the sale of it to farmers for the large quantity of motors used to operate wood sawing machines in the area that is being cleared. Within fifty miles of here there are at least one hundred of these machines, and the upkeep of them has developed into a nice business for us, and is one that should be developed in any timber country.

Selling Paint to the Small Householder

We do a large paint business that depends for the measure of its success very largely on the mailing lists with which we get in touch with the small householder type of customer. We have found this method very efficacious when used in conjunction with window displays for the sale of paint.

Competition is becoming so keen that we find it increasingly necessary to devote ourselves to special measures in order to open up avenues of trade hitherto unsuspected by us.

Sanitary Engineers in Convention

Directors Will Proceed to Ask Provincial Health Board to Adopt Uniform Code—Officers Elected for Coming Year—Toronto Man President—Next Convention at Toronto

TORONTO was decided upon as the next meeting place of the Ontario Society, Domestic, Sanitary and Heating Engineers at the annual meeting which concluded on Wednesday of this week at London, Ont.

Frank R. Maxwell, of Toronto, was chosen president for the coming year. Fred H. Gentle, of Toronto, was selected as vice-president and Thomas H. Maxwell, also of Toronto, as treasurer. The secretary, G. F. Frankland, of Toronto, was re-elected to that office.

The other officers are as follows: Honorary directors, E. Lewis Legrow, F. R. Maxwell, Harry Hicks, William Mansell, George Clapperton all of Toronto, and E. H. Russel, London, Ont.; auditors, George Ross, Brockville; Fred

Smith, Guelph, and James R. Haslett, London; trustees, E. H. Russel, London, and Harry Mahoney, Guelph. The chairmen of committees are: Sanitary, R. McG. Coyle, Chatham; heating, Ben Noble, London; arbitration, H. S. Brown, Brockville; legislation, Angus McDonald, Stratford; apprenticeship, Henry F. White, Brantford; educational, George E. B. Grinyer, Guelph.

The directors will continue to act as an examining board.

One of the main features of the report of the resolution committee was one requesting that the directors be instructed to proceed at once to ask the Provincial Health Board to adopt for the province a uniform code for the installation of sanitary appliances.

Trading Stamp Delusion and the Retailer

Despite the Law Prohibiting Use of Trading Stamps Certain Retailers are Frequently Getting Into Trouble—How the Retailer Gets Stung Financially and Gets in Wrong With Customers.

GLARING instances of direct contraventions of the Trading Stamp Act are constantly being brought to the attention of Hardware and Metal, despite the repeated warnings which have been issued in various ways throughout the Dominion. The law, except in isolated cases is not being broken by hardware merchants. Grocer and dry goods firms appear to be the chief offenders.

Hardware merchants are often told by customers that the grocer down the street is giving trading stamps.

The hardwareman begins to wonder if the plan is not a good one to attract trade. The sound business man who does not rush headlong into every new proposition which is brought forward starts in to figure out the proposition for himself. In the first place he wants to know if the giving of trading stamps is legal. He probably recalls having read something in his trade paper regarding the illegality of giving trading stamps. If he has not filed the article, or the issue in which the article appeared he writes to his trade paper and secures without charge, complete details.

In most cases the plan he had thought of adopting was found to be strictly illegal, and if it had been introduced the merchant would, sooner or later, have been brought face to face with the necessity of having to discontinue the giving of trading stamps, or appearing in court to answer a charge of violating the Trading Stamp Act, and if found guilty, paying a fine.

Fines Imposed

During the past few years, a large number of merchants have been prosecuted, and fines have been imposed for violations of the Act.

Merchant Loses in Several Ways

To the unthinking, merely appearing in court and paying a fine of anywhere from \$10 to \$50 for giving trading stamps does not appear to be a serious matter or one that would do a business very much harm. Possibly it alone would not, but there is another side to the trading stamp question.

The merchants who have been prosecuted for violations of the Trading Stamp Act have in all cases been men who had been giving trading stamps for some time. When they were prosecuted and found guilty, they were forced to discontinue giving trading stamps. The

result was that a great many customers had on hand partly filled books of trading stamps, which according to law were not redeemable. The merchants therefore, had to square matters with dozens of dissatisfied customers, and in addition, lose the trade of many more customers, who disgusted with the whole affair did not return to the store to have matters straightened out, but instead transferred their business elsewhere.

Prior to the enforcement of the provisions of the amended trading stamp act, trading stamp companies flourished in Canada, and secured large amounts of cash from merchants who did not appear to realize that the trading stamp proposition as carried on by several companies was a delusion and a snare.

How They Operate

Some idea of the methods in vogue at that time are recalled in an address by Frank R. Connolly, past president National Retail Grocers' Association of the United States. Mr. Connolly spoke before the Wholesale Grocers' National Convention on "Why the Retailer Opposes Trading Stamps." The stamp problem is a live one in many States of the U.S. where trading stamps companies are still allowed to do business. Mr. Connolly said in part:

"At one time trading stamps cost the retailer \$5 a thousand, to be given away with sales amounting to \$100—one stamp with every ten-cent purchase. In later years they have been supplied at various prices; some at \$4 a thousand, others at \$3.50, and some large dealers claim to have purchased them at a lower figure. To the injustice of the smaller merchant, who pays the higher price, the larger dealer, his competitor, is assisted by the trading stamp company in putting the little fellow at a disadvantage.

Suppose a merchant who does a business of \$10,000 a month is induced to adopt the trading stamp plan. Suppose he buys them at \$3.50 a thousand to cover sales of \$100. Suppose they increase his business \$1,000 a month; therefore, the cost of these stamps would be \$385, or 38 per cent. of his increased gross sales. If the increase were \$2,000, his stamps would be costing him \$420, or 21 per cent. of the increased gross sales.

Where Merchants Make Mistakes

The retail business cannot afford such expenditures, even though it be

to increase sales. The mistake most merchants make is where they do not figure that, in addition to the increase in sales trading stamps may bring them, they must also give stamps to their already established trade. The merchant is throwing money away when he advertises to his regular trade that they can now have trading stamps with their purchases, and he thereby immediately adds the cost of the stamps—3½ per cent.—to his cost of doing business.

There are certain articles usually sold at a loss upon which merchants may announce no trading stamps will be given. They are also supposed to give stamps to the good customer who has traded in the store for years, and who seldom complains as to the price or quality of the goods, demands trading stamps when the bill is paid on the first of the month, "just because." And the customer usually gets them, the merchant fearing the loss of this desirable trade. The student of human nature realizes that there are many people who, when receiving "something for nothing," care little as to its real value.

Premiums Have Small Value

Members of retail associations have taken a book filled with stamps to the premium parlor and received for it a glass lamp that experts claim could be purchased at 92 cents in quantities, a vase that could be duplicated in a wholesale way for 89 cents, or a set of silver salad forks that could be duplicated (same quality) for \$1.15; and yet the retail merchant must pay \$3.50, and sometimes \$4 for the stamps necessary to secure these valuable (?) premiums.

The lapses are what have made millionaires of the trading stamp people. Those at one time connected with the trading stamp business have made the positive assertion that the lapses are fully 40 per cent.

Think of it! Four out of every ten of those who begin saving stamps never finish completing the required book of 1,000, and throw them away when half-filled—filled with stamps that the merchant has paid for.

Once a merchant starts giving trading stamps, it is almost impossible for him to discontinue. Many men have failed in business and attributed their failure to the fact that they were forced to continue giving trading stamps or lose most of their business, even though they

(Continued on page 35.)

Is the Jobber a Necessity?

Address delivered before Manitoba Retail Merchants Convention, by T. D'Arcy McGee,
Vice-President Canadian Credit Men's Association

THE following is the address delivered by T. D'Arcy McGee, Vice-Pres. of the Canadian Credit Men's Association, before the convention:

"Mr. Chairman, members of the Retail Merchants' Association, and gentlemen: It certainly gives me a great deal of pleasure on behalf of the wholesale trade of Winnipeg to welcome the delegates to this, the first big retail merchants' convention to our city. It is somewhat of a mixed pleasure. I must confess I come somewhat in fear and trembling to address such a formidable gathering of retail merchants, for two or three reasons. In the first place, I am a jobber—the much abused "middleman" taking what he does not sow—and secondly because I am a credit man—generally recognized as the "bad" man of the house—the one to blame if a good account is passed up, because of too great attention to duty, and the one who gets the blame if a supposed good account goes wrong, and lets the house in for a loss. The credit man also is not supposed to be popular with the merchant, because he asks so many questions of a purely personal character. The popularity has to be passed over to the sales department. And last, but not least, because I am not in the habit of addressing a gathering in public, particularly of prominent business men, who are recognized as possessing the brains of their respective communities. Therefore, anything I might say could not add to their enlightenment.

Wholesalers Do Not See Retailers.

We as wholesalers have felt for some time that we do not see enough of our retail friends from Manitoba and the West; we have felt that if we had seen them more frequently we would have become better acquainted; we would be better friends, and a great many misunderstandings of the past would disappear. I wish to say right here that you have our hearty sympathy and co-operation in the problems you are trying to solve.

Planning Winter Carnival

Possibly the reason why we have not been able to get in touch more frequently is because no special summer attraction has been held in Winnipeg during the past year or two, and consequently there has not been the same excuse for you to come to Winnipeg, but, while we are not having the usual big summer attraction this year, an energetic committee is being appointed from all the various business associations in the city to arrange for a big winter carnival to take place during the usual holiday time in February, and this we believe should prove a very opportune time for the merchants to come to the city, not alone for pleasure and entertainment, but because it is a favorable time of the year to meet your principal suppliers; the stock-taking operations will have been concluded with practically all of you, and you will know the year's net results and your stock requirements; the wholesaler will have received a heavy stock of spring goods and the salesmen of the various houses will be on hand to look after your requirements. It will also be an opportune time for the credit men to meet you and go over the new financial statement and arrange a line of credit for the coming season's business.

In the matter of entertaining it is proposed that we should have a winter ice palace, out-rivaling those of former years at Montreal, reproducing "Old Fort Garry" in ice; we are not afraid to say we have ice in abundance, likewise cold. Everybody knows it, and the former arguments about ice palaces doing the immigration to Canada a great deal of harm will have evaporated in intervening years, as those who have gone back to the old land have told the story of our beautiful weather. We have a municipal light plant, second to none, which will insure ample display of brilliancy, and with the numerous other attractions which will be put on, you may rest assured that a good time will be in store, so make your arrangements now to visit us next February.

Believes in Associations

It is very pleasant to note the growth of your association. We believe in a strong retail merchants' association where wholesalers

can come to their offices and discuss any matters of mutual interest or any misunderstandings, and in 90 per cent. of the cases our differences can be adjusted and in the other 10 per cent. we can agree to differ amicably. Let us get together; we have a great many things in common; we meet on the same platform in the matter of service, in merchandising and profit earning, because none of us are in business for our health; we have got to make a profit.

A Joint Committee

We have a joint committee of the retailers and wholesalers, of which I am a member, where a great many questions affecting our mutual interests are discussed, such as disposal of bankrupt stocks, cutting out of selling to consumers, the use by retailers of fictitious names and the matter of false advertising; where a purchaser will advertise purchasing a bankrupt stock that never existed at a low rate on the dollar; the question of meeting mail order competition, the matter of cold storage for produce where it can be marketed to best advantage. In this connection there is a sub-committee of the joint committee of commerce and agriculture taking up the question of marketing and distributing small produce, and I understand your association have sent out 1,000 circulars in an endeavor to discuss intelligently the whole situation.

Banning N.S.F. Cheques

In the matter of curtailing "N.S.F." cheques, your association will back us up in the stand we have taken and this we believe the Bankers' Association have well in hand. To keep proper books and accounts by the retail merchants; all these are matters of mutual interest and the Credit Men's Association and the Retail Merchants' Association have been working harmoniously in an endeavor to carry on an educational campaign among a certain class of retail merchants who are more or less a menace to good business; in this connection I might say that we very clearly appreciate the fact that your association is comprised of our successful and aggressive merchants, to whom our literature does not apply.

Winnipeg Dominating West?

I wish to clear up any misunderstanding on this point; because I have heard it hinted that the jobbers are taking quite a lot on themselves, in the amount of good advice they were disseminating among their customers, and that there was too great a tendency to dominate things from Winnipeg; this, of course, came from points farther West where our motives were not clearly understood. You, no doubt, are well aware that there is an idea abroad that if a man cannot make a success of anything else, he can at least open up a general store. It has been easy to obtain credit in the past. This class of man has not only no business ability, no experience in merchandising, little or no education, and probably little or no capital. It is a matter of good luck more than good management that he remains in business for a few years. He probably has kept no books or accounts, and does not know whether he is making or losing money; he has no ability to keep proper records himself, and cannot afford to hire someone who can. It is for the benefit of this class of merchants that we have endeavored to direct the literature issued by our various committees; our association issued a text book on "proper books of accounts," getting from the Chartered Accountants Association the simplest forms which could be used, and followed to advantage by retail merchants, and we have circulated large quantities of these text books to retail merchants. It is the non-members of your Association we are getting after and who you are getting after.

I spoke of the fact that there were misunderstandings, and that by getting together, a large percentage of these misunderstandings could be dissipated.

Denies Maybee's Statement

We are fortunate in having very few misunderstandings with your local association, but when I was in the West recently, I

gathered that the objects of the Canadian Credit Men's Association were misunderstood; for instance, the President of the Saskatchewan Retailers' Association—in his annual address—made the statement that we were seeking or had sought legislation from the Saskatchewan Government which would confine assignee business to ourselves, and that it was only by a vigorous protest on behalf of the retailers that this legislation did not go through, and this he classed as the "Wickedest thing that ever happened." This statement was made in connection with the announcement of the successful launching of the Retail Merchants' Trust Company in Saskatchewan, to handle among other things the assignments of their own members; and I wish just here to give this statement an unqualified denial. We never sought legislation of this kind. When Mr. Detchon spent the week end in Moose Jaw with this gentleman recently and was told in advance of what he—the President—intended to say; I understand that Mr. Detchon convinced him that this idea was quite in error—that we had never sought such legislation—that our only object was to improve the service previously given by Saskatchewan assignees, which could only be classed as iniquitous, and if their association or any other assignee could do it better and cheaper to the debtor and creditor, then we would drop out.

A Case in Point

A fair sample of the service we have been getting from the Saskatchewan assignee of 1910 and previous to that time might be given in this one which I ran across in some of our old files. (I will not mention name of debtor, assignee or place, for obvious reasons.) "It cost \$1,572 to liquidate assets which netted \$3,475, paying the creditors a dividend of 5 per cent. on the dollar, and in addition to the usual assignees' remuneration allowed, there was a bill of costs, of sundry expenses covering two closely typewritten pages, covering everything an imaginative brain might suggest, and the irony of it was, when the assignees' dividend cheque for this big dividend went forward for payment, it was returned "N.S.F." We only took up the matter of insolvent estates because of the bad and unjustly expensive services previously given in Saskatchewan and Alberta; nevertheless, the above statement got into print in the trade papers, and I take this opportunity of denying it.

Duties of Trade Investigation

Another matter which I understand your association has under consideration, and which we are given a trial, is the matter of a travelling representative or investigator in the interests of trade conditions generally. Among other things it is his duty to report on the number of stores in each line of business, and where business is overdone, to have the supply houses of the one suffering most, try and arrange for a more desirable location. He also reports on points where there are trade openings, so that the matter of transfer is simplified. He reports on crop and credit conditions and generally the idea is to bring the retailer into closer touch with his wholesale supply houses. I mentioned as one of the things our association were discussing in joint committee, the question of meeting mail order competition.

Is the Jobber Needed?

One of the misunderstandings which seem to have crept in, in the Provinces to the West particularly, is the idea that there is no justification for the jobber being in business; that the proper method of merchandising is from the manufacturer to the retailer in order to meet mail order competition, and that the jobber gives no service for the toll he takes, and generally that a great economic saving could be effected if the jobber were eliminated; I submit that the jobber is exactly in the same position to the retailer that the retailer is to the farmer, and if there is no justification for the jobber, there is no justification for the retailer; it might as well be direct from the manufacturer to the consumer.

The Course of Distribution.

The natural course of distribution of merchandising is first, the manufacturer whose province it is to make the goods; second, the jobber or middleman whose province it is to buy in carload or large quantities, warehousing his merchandise at a convenient, central point for distribution, and third, the retailer who serves the consumer over the counter in small parcels and packages, and I think the history of the jobber in the West alone would amply justify his existence.

Jobbers Have Invested Heavily

We have pioneered it during the early and trying days when there were very little transportation facilities as compared with what we now enjoy; when large quantities had to be purchased and shipped West months in advance to meet your requirements, and many of these pioneer wholesale merchants are your supply houses to-day; they have spent vast sums in building huge warehouses, not alone in Winnipeg, but throughout the West, to help build up your Western cities; he has equipped this warehouse with highly paid experts in charge of the various departments, and a large staff to handle and distribute the goods; he has had to act as banker and extend financial assistance to the extent of his financial resources in carrying retail merchants over from one year to another during trying periods of financial stringency and crop failure such as we have experienced in the West within the last three years.

Jobbers Assisted Retailers

How many of our small merchants would be in business to-day if it were not for the accommodation extended by the jobber within the last two years? Any concerted action by the wholesalers to realize on their outstanding accounts would have put 50 per cent. of the Western retailers out of business, and where would they have been, had they to depend on the manufacturer for all this accommodation? The manufacturer has to pay cash for the raw material and has to sell for cash.

When the retailers are all able to put their business on a strictly cash basis no doubt those in good financial circumstances will be able to buy direct, but it is more popular fancy than a practical idea to eliminate the middleman. Public opinion has brought him to book to show cause why he should be permitted to live; the consumer wants to know whether the middleman is an economic parasite or a public nuisance; so does the producer, who knows that he has suffered many things and many men stand between himself and the consumer, and the time has come when it is up to the consumer and himself to get together; as far as the jobber is concerned he is ready to answer the summons and to demonstrate to any fair-minded man that his job is as real and vital as that of the grower, the manufacturer or the retailer.

Jobber Gives Service.

Speaking a number of years ago of the American jobbers right to be in business, Forrest Crissey, a prominent American writer who is conversant with political economy, asks the question, "What does the jobber give for the toll he takes?" and answers it, "You can tell it all in one word 'SERVICE.'" And I submit that this is true of the Western jobber in Canada to-day. "Service" is what he gives, for the small toll he takes; for, believe me, after providing for Western expenses and Western losses incurred through our unsured credit system of doing business, his toll is a small one.

Service is the most expensive thing the jobber has to sell; the service he gives contains a large element of plain, hard, physical labor of the sort that you find in every big manufacturing establishment; he gathers his wares from the four corners of the earth, stores them at convenient points to give the retailer service in his buying.

Back to Pioneer Days.

I am one of our Western natives and well remember the advent of the C.P.R. in the West and how it was looked forward to by the early settlers. How it would simplify their problems of bringing supplies and taking their small surplus produce out, which previously was transported by Red River carts; and even this slow means of transportation was expensive. In these pioneer days the isolated settlements were largely self dependent and its members were mainly obliged to live on what they could raise. Of course, even the most remote settlement could not meet all their own requirements. It was obliged to bring in from the outside world some of the necessities it could not produce at home, but the expense of hauling was so great that the articles imported from outside were few and of the most urgent character. Their tastes (furnishings, clothing and food tastes) were held down by the stern force of necessity to the most primitive lines. In fact they had no opportunity to develop any taste at all, in the proper sense of that term.

We are continually being reminded of the marvelous changes which have taken place in the last 40 or 50 years, in transportation, in science, in manufacturing, in electricity, and in inventive progress of every sort, but we are not reminded so frequently that there has been just as remarkable a change, just as wonderful an expansion in the food and clothing demands of the public, to say nothing of the other articles of to-day's commerce list, as there has been in these other lines I have mentioned. If we could live in the primitive way with our tastes limited to necessities the middleman might be unnecessary. But have we been doing it? Who that has tasted of the comforts and luxuries available by our modern methods of merchandising, will be content with the primitive manner of living. Despite war conditions, despite rapidly advancing prices in practically every commodity, and the general topic among us, "the high cost of living" man's wants have steadily been on the increase, with the ever forward march of progress.

America wants many things Europe has to offer, and we have been accustomed to getting them. Europe wants our wheat and meats and American cotton, to say nothing of the hundred other lines on their import list, and we have seen how nearly nations can be plunged into war over the sudden stoppage in this free exchange of commodities because of the demands of the people of one country for the products of another. If the consumer must have the products of all the world brought to him, he must pay for bringing them; he must pay transportation charges both by land and water. The gross revenue of the C.P.R. in 1912 was something over \$123,000,000, and in the last four years it has fluctuated around these figures. At June 30, 1915, gross earnings were about \$99,000,000, and for 10 months of this year they were \$105,000,000, an increase of 25 per cent., and this is only one of the carrying companies by land; add to this the enormous shipping interests involved in carrying the world's trade by water, and you get some idea of the enormous sum paid for transportation.

Jobber Cuts Freight Costs.

The jobber is an expert in saving freight costs, as well as in quantity buying that lowers the first cost of the goods. This service is routine. Does the retailer get the benefit of it? He does. Competition between jobbers takes care of that. As an economist in distribution, the jobber renders a constant service to the retailer and consumer, for which he gets little or no credit. This is a mighty important function. The jobber may be popularly blamed for the high cost of the goods on your shelves—this is unjust. His services are indispensable. I could name a dozen things which if they could be curtailed or eliminated would revolutionize the

cost of the goods on your shelves. Take the millions of dollars spent in fancy and attractive packages—goods put up at enormous expense so as to appeal to the public in attractive form and convenient to handle; also because we have advanced ideas along sanitary lines. We did not demand the wrapped loaf of bread 20 years ago.

Take the cost of advertising well known lines. They are well known because of the millions of dollars spent in making them well known. Who pays for it? Look over the advertisements in any popular magazine, and they are legion. Yet I understand that in one popular journal only the advertising receipts run a quarter million dollars per issue. The matter of delivery service—in a city this is a big item. Duty on imports. The war, with its upkeep of enormous armies and all the wastage that goes with it.

Then there is the fire waste. You cannot get away from the loss and waste even if you are well insured—it all filters back in the general levy—the food waste, the waste and loss in handling fruits and perishable goods; our modern requirements such as our telephones, our motor cars and motor trucks; the shifting of the rural population to the city, curtailing the production on the farm—increasing the consumption in the city, shifting the balance of supply and demand; the vast amount of money put into non-productive investments during our boom period—all these things have grown upon us and we accept the condition as a matter of course—and pay for it.

I have given you only a few of the reasons why I think the jobber a necessary business adjunct and why we should be doing business at the old stand. The established system as we have it to-day is more economical, because the manufacturer finds it cheaper to sell through the wholesaler with loss eliminated from his cost book and with the jobber calling on him, he has no traveling expenses to pay, while selling to the retailer he must needs employ a small army of salesmen and provide for the greater risk of losses.

I think that the solution of meeting mail competition is to be found along other lines, and that your executive is capable of finding the solution. The live merchant of to-day is not worrying over this matter, because by taking his cash discounts he can buy in the most favorable market, and by making a considerable distinction between cash and credit prices, keeping his premises attractive, employing up-to-date salesmanship methods, he gets the local cash trade, and can afford to select only the best credit risks, or monthly accounts. He does not need to worry over business he is not getting. He is recognized as performing a public service at a moderate profit and will command the respect and patronage of his community.

What Retailer Must Do To Exist

C. H. S. Bamford, Sales Manager J. H. Ashdown's Hardware Co., Winnipeg,
speaks plainly to merchants—Tells of mail order house efficiency—Says
jobber will never be eliminated

IN the first place, I want to make my position clear. I am not here representing the manufacturers or jobbers, but the Sales Managers' Association of Canada, an institution whose objects are to foster and promote a feeling of fellowship and good-will among its members, and on broad and equitable lines to advance the welfare of trade conditions in their relation to salesmanship and the management thereof.

While I have never seen the constitution or by-laws of the Retail Merchants' Association, I take it that your association has been formed along similar lines, and that your objects are to foster and promote a feeling of fellowship and good-will among your members, and on broad and equitable lines to advance the welfare of the retailer generally. I further take it that you recognize that great changes are occurring in the merchandising world, such as catalog houses, chain store systems, factory to consumer enterprises, associated buying among merchants, and other methods of conducting business, all of which have altered the currents of trade and rendered the merchandising game both from a wholesale and retail standpoint, more intricate and difficult.

It is therefore well that we, as salesman-

agers, should work with you in an atmosphere of mutual understanding, and by getting together, gain a clearer conception of each other's difficulties. You may not all agree with what I have to say. In fact, I would be surprised and disappointed if you did. However, diversity of opinion produces discussion, and discussion reveals opinions which may be of real value to all of us. I intend to speak plainly, but I want you all to appreciate that I have no desire to condemn any of the several links in the chain of selling and distribution from the manufacturer to the jobber, from the jobber to the retailer, and from the retailer to the consumer; for we are all necessary, all have our parts to play, and each of us is entitled to a fair share of the proceeds.

Mail Order Houses.

I presume that the thought uppermost in the minds of many of you to-day is "the competition of the mail order or catalog house, and the best plan to combat it and give the retailer a fair fighting chance." I read some time ago that only about six per cent. of the total retail business of America is done by the mail order houses, and in my judgment, that figure is fairly accurate; but even if it is double that, surely that percentage is

too small to make the mail order question the monster peril that it is commonly thought to constitute. Surely it is not an economic condition so terrible that it makes the teeth of the retailer chatter. Surely among the retailers who do over 90% of the legitimate retail trade of the country there are constructive commercial thinkers capable of devising plans to combat the mail order or catalog house.

We all have our ideas regarding the best course to pursue. My idea is to fight the mail order house with its own methods. First, you must understand what the mail order house is doing, and then do it to your own customers first before the mail order house gets a look in. You must not depend on the manufacturer or jobber to do it all. They are always ready to lend a hand, but the real protection of a retailer must come from his own efforts.

Mail Order House Efficiency.

It is plain, therefore, when the retailer puts up so good an imitation of departmental mail order methods that only an expert can distinguish between them, the mail order house will have to look elsewhere in order to establish a footing. To begin with, the retailer must be efficient, and he must see that his help, from the boy to his highest salaried employee, is also efficient. The departmental mail order houses are strong on efficiency. They believe in instruction beforehand instead of afterwards; they believe in locking the barn door before the horse is stolen, and in teaching every employee how to perform his part of the service in such a way that dissatisfaction on the part of their customers will be minimized. They do not wait for blunders in service to bring out apologies or to alienate customers. Their definition of service is a broad one; boiled down, it might be said to mean "Everything that helps to secure and keep the good-will of the customer or whatever contributes to the convenience of the customer."

Now I hear somebody say to himself what about equipment? Of course equipment plays an important part in service, but essentially the character and training of employees are the chief elements in the problem of service; therefore, urge upon your employees, particularly your juniors and your boys, the necessity of specializing on service. Have a well-defined service policy, and see to it that your employees are permeated and inspired with that policy and its spirit, so that they become ardent enthusiasts for the interests of your store. Teach them to appreciate the value of small things; show them that systematic waste-saving is a subject intimately related to profits.

I have been told repeatedly by men who make a study of departmental mail order house systems that the average retailer and his employees are proverbially wasteful, and that easily prevented wasteful leaks are responsible for many retail failures, while, on the other hand, the departmental mail order house, through system and watchfulness, have raised resistance to waste to a point of efficiency that is little short of marvelous. How many of you realize the commercial value of cleanliness? It is one of your big assets, and is quickly appreciated by the public; but there is the additional consideration in its prevention of waste by deterioration of goods and of lines that are sluggish and slow in moving. Gentlemen, I urge you to attack the problem of cleanliness and prevention of waste with a scientific thoroughness that takes into account the smallest detail.

Value of Windows.

Now, I want to say a word or two on the commercial value of window and store dressing. Have you ever considered the attention given these matters by the departmental mail order houses? Do you recognize that the dressing of a window or a store is practically a demonstration of the extent to which goods may be made to sell themselves? Not only this, but a well dressed window and a well kept store calls customers in, and commands the most liberal and profitable patronage and creates a store atmosphere so pure that the mail order germ cannot live in it. Gentlemen, I urge you to develop your talents in window and store dressing to the highest pitch. You

all know there is room for improvement in this respect; you all know as a rule that window and store dressing, as seen in the average country store, yes, and in some city stores, is a distressing sight, driving away trade in place of inviting it. Believe me, the skill the storekeeper acquires in these arts will be substantially reflected in the profits of his establishment, and it is profits you are working for.

Watch the Markets!

Now, sir, I want to say a word or two relative to fear. In my line of business the majority of the merchants are so timorous of market conditions that the jobbers, through the system of bookings in vogue in the hardware trade, to carry on the hardware trade of the country, have been compelled to take all the chances, run all the risks, and do all gambling on the market. When the markets are advancing, as they are this year, the bookings are taken out to the very last keg of pans and spool of wire, but if the conditions are reversed and the market a declining one, much of the stocks of booked lines are left on the hands of the jobbers, who, as they have done in past years, take their medicine in silence. The mail order people watch the markets; their catalogs are compiled months in advance of the season they are gotten out for. They back their judgment and buy when they think the market is right. Would it not pay the retailer to take a leaf out of their book? Think it over!

Have Courage!

Just a word or two more on this fearful subject. One of the most successful retail merchants I ever met has talked to me many times on it. He usually began his remarks with "I do not fear the face of clay." Time and again I have heard him say that the average retailer was too fearful, to downright timorous in backing his judgment on market conditions and in dealing with the public, particularly in the matter of extending credits and collecting accounts. His motto was: "Be courageous." Take a lesson from the credit department of any large wholesaler or manufacturer, or better still, from the departmental mail order houses. He said, "Do they offend customers by asking them for cash with order? Not a bit of it. They go out of their way to tell them how to remit, and make it so plain that a wayfaring man, though a fool, cannot help but understand that cash must accompany the order. They do not even hesitate in refusing all requests for credit. Did you ever hear one of their customers complaining of their policy in this respect? Never once. Why, they like the policy. Many times the same people owe you, and when you try to collect and approach them in fear and trembling that you may offend them, they give you a plausible stand-off, laugh up their sleeves at your fears, and chuckle with glee as they remit cash to a mail order house that should be paid you on accounts too often hoary with age. Gentlemen, be efficient credit men and good collectors, and you will do much to mitigate the mail order competition by making the many cash customers who now send their money to mail order houses feel, when they purchase an article from you, that they are not paying you an extra profit to make up the losses you incur annually through bad debts.

Offers Some Suggestions.

Now, sir, I recognize that it is very easy to preach, but mighty hard to put in practice, reforms for the uplift of the retail trade. I further realize that the country retail merchant, in comparison with the city retailer, labors under some handicaps, and that his customers as a rule are not as broad gauge as the customers of the city retailer, yet he is compensated in other ways; but this is a matter I do not intend to dwell on. What I want to do now is to offer a few suggestions that can be put into effect at a minimum cost, and which, in the end, will, in my judgment, gear up the retail business of the country and produce results little short of marvelous.

My suggestion is that the Retail Merchants' Association engage a corps of experts in window and store dressing, in waste saving, in advertising, in accounting, or in any other line

where greater efficiency is needed, each of these experts to be a travelling instructor in his particular line. Gentlemen, you would find these experts militant missionaries of efficiency, not dealing in glittering generalities and selling a whole lot of goods themselves or collecting a lot of bad accounts, but patient instructors for yourself and business associates in every detail of displaying, selling, advertising, caring for goods, and in the accounting end of your business.

Does Advertising Pay?

Now, I want to say a word or two about advertising. Does it pay? If judiciously done, yes. Otherwise, no. I believe from observation that there are vast sums of money wasted every year in poor advertising. Every time I make a trip into the country I am astounded at the expensive advertisements adorning hotel registers, clocks, writing tables, pool rooms, and other places not frequented by the public who read advertisements. I pick up the local country paper and I see goods advertised out of season. You might as well throw your money in the fire as to buy and pay for unseasonable advertising. It is worse than useless. Gentlemen, I believe in advertising, and I recommend that you not only buy it, but use it judiciously to advertise seasonable lines. Change your advertisements in every issue of the newspaper you are using, and always have something new and seasonable to present to the public. I realize that your copy must be home-made, but with careful thought you can make it readable and attractive and productive of results.

I recommend that in place of spending money on hotel and pool room advertising, that you procure from a good sign writer descriptive price cards, snappy and attractive, and attach them to all displayed goods, thereby riveting the attention of the customer, and resulting not only in more sales, but in quicker sales, as they help to expedite the customers' choice. I think with judicious advertising, coupled with the big element of local ownership and tact, with well dressed windows, and a cleanly, well assorted stock, you can make your store the most attractive, hospitable and serviceable public place in the community, and from within yourselves create a bulwark of protection against which the assaults of the mail order houses will be impotent and futile.

Eliminating the Jobber.

Now, sir, I want to say a word or two on another question. It is the question of "elimination of the jobber." Every now and then this question comes up for discussion—the retailer, the consumer, and the editor all have their say on the "elimination" question. It seems to be always assumed that somebody is going to perform the elimination operation. The jobber is to be the helpless and the unfortunate victim of another's act. Now, as a matter of common-sense, nobody is going to eliminate the jobber either intentionally or otherwise, because the largest and most successful manufacturing plants in every country under the sun recognize his usefulness and his service; recognize in him the cheapest, most efficient virile selling power that ever existed or ever will exist; recognize that he is located at every strategic commercial point the world over; that he has evolved from being a mere distributor of merchandise into the most potential selling power in the world, with a vast army of travelling men—an army whose personnel is of the highest order; an army amply supplied with equipment, subsistence and ammunition; an army, some branch of which reaches every town and hamlet and calls regularly on every merchant; an army that has individuality and initiative, ability and energy, and that produces results.

The manufacturer further recognizes that this army is commanded by experts in the tactics of buying, credits, finance, transportation and management, men who long since have learned that as jobbers they cannot exist as distributors alone, but that they must also be promoters of trade. These men have linked together distribution and promotion so wisely and well that they have forever established their right to exist on account of the highly developed service they are giving both to the retailer and the manufacturer. The jobber has his past, he saw his present, and his future is full of promise. In place of being "eliminated" he is being "elevated" daily to a higher business plane by the service he is rendering both ends of the line.

I thank you for the opportunity of addressing you, and trust that your convention will advance your welfare, and that 1916 will be a banner year with all of you.

Retailers and Wholesalers Get Together

*Rather Warm Session on the Last Day of Manitoba Retail Merchants' Convention—
Grocer, Hardware and Dry Goods Jobbers on the Carpet—Both Sides Advance
Good Reasons for Their Attitude*

THE meeting of retailers and wholesalers held after the close of the Manitoba Convention, reported in last week's issue of *Hardware and Metal*, was one of the most interesting and warmly discussed meetings held during convention week. The president divided up the time as follows:—Grocers, half an hour; dry goods, half an hour; clothing boots and shoes and hardware, a quarter of an hour each.

Right at the outset, H. H. Pigott, credit manager for the J. H. Ashdown Hardware Co., rose and drew the attention of the president to the fact that a great mistake had been made by not arranging to have discussions in which the credit men might take part. There was no more important question they could discuss than credits given by jobber to retailer, and by retailer to consumer. Mr. Pigott was about to continue when W. H. S. Hill, of Hartney, arose and objected to Mr. Pigott bringing up this matter, as the question of credits was not on the program.

Mr. Rannard—"The question of credits was settled at the banquet last night."

Mr. Pigott—"This is the first time I ever knew it to be fixed."

Mr. Rannard—"It is going to be cash; there won't be any question of credits."

Mr. C. W. Paynter, Tantalion, Sask.—"What will the credit men do for a job?"

Mr. Rannard—"They will go out of business."

A. Macdonald Invited

The discussion with wholesale grocers coming first, Alexander Macdonald, president of Macdonald-Consolidated, Ltd., was called to the platform, but objected, remarking that he would let Mr. Montgomery do this, as he was the latest addition to the list of wholesale grocers (Mr. Montgomery is president of the Merchants' Consolidated, Ltd.)

At this point, it was noticed there were very few representatives of the wholesale houses present, and the question was asked if the wholesalers had been advised of this meeting. The Secretary said that the Credit Men's Association had been advised, and he understood that they had informed the wholesalers. Somebody drew attention to the fact that evidently the wholesalers had thought the credit men were wanted, as most of

the representatives present were credit men.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hdwe. Co., rose and said that most of the questions had been settled, and if there were any other matters, their customers knew where their office was, and they would be glad to have them come around and settle it with them. He added that the wholesalers had not been invited and that, when the credit men came, they were turned down.

Mr. Rannard, the president, said that he could not call up every wholesaler in town, but that he had got in touch with as many as he could.

A representative of the Credit Men's Association who was present, said that he had called up all the wholesalers as requested. So it was decided to go ahead with the meeting.

Combine Goods

D. A. McKenzie, Souris, said he dealt mainly with Brandon houses. Recently he sent in to Winnipeg for certain lines of matches and yeast cakes. He was informed by the wholesaler that they would not handle combine goods. He did not think that was fair. If the merchants were to be treated that way, they should make a dead set against combine goods. He wanted to know "why." If the jobber was going to allow the manufacturer to dictate to him, what use was the jobber to the retailer?

At this point A. Macdonald took off his coat and went up to the platform, amid loud applause. He said that when anyone made a challenge, he invariably took it up. People said of him that he would rather fight than eat. What had been said by the last speaker was quite correct, but it did not apply to his company. They were fighting the combines, and would thrive on it.

Mr. Macdonald's Denial

Mr. Macdonald was about to leave the platform after thanking them for the opportunity of speaking, when the president asked if there were any questions. A delegate wanted to know if it was true as reported that Macdonald-Consolidated Ltd., were behind a chain of retail stores in the city of Winnipeg. Mr. Macdonald replying, said that he was glad to gratify their curiosity, adding that some of his competitors were going around with all kinds of reports. He wanted to get the

man's name who was doing this, and put him on their payroll. The more he talked, the bigger the cheque he would send him; he did not care if it was for or against. He admitted having heard these reports, but said there was not a dollar of his money in the chain of stores referred to.

Mr. Macdonald added further that he hoped the people behind these chain of stores would make a success of it; they were practically following out his own suggestion, and others had to come to it sooner or later.

W. C. McShane, Souris, said that he had ordered a car of soap, paid cash for it, and distributed it among a number of dealers in his district. They tried to get another, but failed. He went to the wholesalers, and at last succeeded in getting another one at an advance of 50c per box. Since then he had not been able to buy another car, and he wanted to know why. Were the wholesalers working against them?

Mr. Macdonald—"The question answers itself. What was the brand of soap? However, it makes no difference, we can't buy it ourselves." He mentioned a number of other lines which they were unable to buy, adding: "They can keep them, and you are going to help us."

Cartage Question Raised

Mr. McShane brought up the question of wholesalers charging them for cartage. They were charged f.o.b. Winnipeg, yet were charged cartage at both ends. Why, he asked, should they have to pay cartage when they were charged f.o.b. Winnipeg?

Mr. Rannard—"I am surprised to learn that, as the wholesalers deliver goods to us in the city without any charge. It seems to me they would be only too glad to do the same in the country."

Mr. McKenzie—"We pay cartage at both ends."

A Winnipeg dealer in the audience was asked to state the facts. Mr. Treleaven, of Treleaven & Campbell, replied that anything they bought in Winnipeg was delivered free of charge, but for anything bought in Toronto they had to pay cartage both ways.

W. M. Chambers, Hamiota, objected that the discussions were getting down to small things, what they wanted was to

discuss the question: "How to buy right, and sell right." He caused somewhat of a sensation by stating they could buy better from Eaton's than from the wholesalers. He admitted having done it within the last two weeks. All winter he had been ordering nails and pipe from Eaton's because he could not get the same price from the jobbers. He said he was a member of the Merchants Consolidated, and was forced to join it by existing conditions.

At this time Mr. Hill, of Hartney, brought up the question of mail order houses being supplied by Winnipeg jobbers with shorts, adding that the jobbers were dependent upon the retailers for existence, yet their stocks were open to mail order houses any time they were in need.

Cartage Question Again

The discussion then veered around again to the question of cartage, and a manufacturer who was present offered to explain. He said that some time ago the Railway Commission agitated for lower rates, and reduced the freight, say to Hamiota, from 40c to 37c. Thereupon the railway company put on an extra 3c for cartage to make up the difference. That was where the charge originated. He said he was glad the question had been brought up, as they had had to thresh it out themselves over and over again with their customers.

Mr. Pigott—"Does it not come back to the expense question? If the dealer does not pay cartage, the jobber must put the cost into the price of the goods."

Mr. Montgomery drew attention to the fact that if city merchants paid this cartage, it would be so much less for those in the country to pay. Then those in the city asked why the merchant in the country could not make his store run. When they bought from Eaton's they had the goods delivered to them, and the cost of the goods was less.

Mr. Trowern, Dominion secretary—"This question comes up at every convention, and it is usually settled this way: Half in the room say 'Why do you pay it, we don't pay it.' The members all get up, one after another, saying, 'I don't pay it,' and the other, 'I pay it.' It looks to me as if there is something rotten in the State of Denmark. It is not the manufacturer who is charging it. The cartage companies and the railway companies are separate. Then is the jobber discriminating against the dealer in the country?"

Mr. Pigott—"You are wasting time. Why not appoint a committee to meet the wholesalers on this question, and any other question? We have not representatives here qualified to speak on this matter."

Mr. Montgomery then moved, and Mr.

Beaudry seconded that a committee be formed for this purpose.

Dry Goods Discussion

The time given to grocers having expired, the president announced that dry goods would be taken up at once, and invited Henry N. Belcher, managing director of Gaults, Ltd., to the platform. Questions were invited, and the first one proved a puzzler for Mr. Belcher. Mr. Hill, of Hartney, asked what was the price of 12 quarter flannelette blankets.

Mr. Belcher—"We would need a big portion of our staff here to answer some of the question that are being asked. I must admit that I do not know the price of 12 quarter blankets, but I am going to answer any other questions I can; whatever may befall me. I am glad we are able to get together and talk these things over. Now, take the question of freight, it is not a difficult thing to explain. The wholesalers don't care whether this is charged direct or otherwise. It is an item that has got to be borne by the ultimate consumer. It is one of the incidentals. The only way for you to get over this would be to say: 'We are not going to pay that, but you can put it on the price of the goods.' I might say that some of your complaints made at this meeting have been just, but they do not apply to all the jobbing houses of the city. Mail order houses are unable to secure goods from the house I represent.

Mr. Hutchison, Saskatoon—"It seems to me that you are going around in a circle. I have been listening to your discussion on cartage; that is a question we have discussed over and over again for the last three years. If this convention would appoint a good strong committee to meet with the jobbers of the West, and let us go into the matter thoroughly, we could work out a solution for meeting our bitter enemy, the mail order house. We could spend a whole week here, and not get any further than we are doing. In Saskatchewan we found there were points in favor of the present cartage system, and I am surprised that the jobbers present have not brought them up. We have practically decided that the present system is a good one economically."

Discussing M. O. Houses

Mr. Chambers, Hamiota—"Are the wholesalers going to give us any protection against the mail order house? It is not only nails, but many other articles. Mr. Bamford says that the mail order houses are only doing 6 per cent. of the business; then if the jobbers represent 94 per cent., why cannot they go to the manufacturer and do something?"

Again Mr. Hutchison suggested that this matter be left in the hands of the committee, and Mr. Rannard replied that the president of each Provincial R.M.A. Association would form a committee, and meet the wholesalers of the West, and

he hoped that each retailer present would send in examples of what they considered injustices.

Mr. Chambers—"In the meantime—it has been in the meantime for many years—and all this while we have been meeting with all kinds of trouble from the manufacturer. We don't want to eliminate the jobber, but these committees have been conferring with them for years. Why not join in with the Merchants' Consolidated?"

Must be Practical

Mr. Belcher—"We would be only too glad to do anything, but your suggestions must be practical. Now take the question of nails; you can't charge me with having any personal feeling on this question, as we don't handle nails. I am given to understand that there are 495,000 kegs sold, and that 5,000 kegs got into the hands of a local concern, who used them to break the price. I understand that you are asking the wholesale trade to control the 495,000, but to prevent the 5,000 getting away. I have heard that the 5,000 kegs were bought from small mills. It is humanly impossible to prevent the mail order houses getting their supplies from some source. Take blankets, for instance. It is hard enough to control Canadian mills, but what about the American market? You must be practical. Don't blame us for not doing the impossible. I am satisfied the wholesale trade will do anything they can, as our living depends on satisfying the retail trade. We have no other outlet for our goods. You don't need a committee to meet us. Mr. Chevrier of your association has been into our office several times with complaints, and in every case he went away satisfied that we were doing the right thing."

Mr. Pigott—"I would like to reinforce that statement. Yesterday I spoke to our manager, and he said the mail order houses had bought the whole output of a certain mill, and had cut the price."

Mr. Bamford—"We can take care of the big concerns, but as far as some of the other ones are concerned, we cannot; we have tried, but it gets away from us. If we could, we would do it quickly."

Mr. Montgomery—"All honor to the little mills that won't be controlled."

Mr. Hall, of Transeona, asked why something could not be done to establish a fair price for goods, just as the labor unions demanded a fair wage. He spoke of paying a high price for brushes and seeing them in a local department store at 10c each. He believed the store paid more for them, but they were using them as a leader. They should insist on having a fair price for goods, and he was sure the workmen who made the goods would back them up.

Mr. Pigott's Last Word

It was apparent that the meeting (Continued on page 44.)

Hardware & Metal

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JUNE 24, 1916 No. 26

ELIMINATE THE DANGEROUS LEAKS

MANY of the retailers who have run up against financial difficulties during the past two or three years would have been better prepared for great emergencies had they in good times eliminated all unnecessary waste, and placed their business on thoroughly sound footings.

One of the retailers' first duties is to obtain an exact knowledge of his costs. Ignorance of costs in many instances creates unnecessary waste.

An investigation recently held by the Harvard Bureau of Business Research revealed some interesting information along this line. From the information secured it was shown that as a general rule those retailers who have poor bookkeeping methods or none at all are operating least economically. The retailers with the lowest expense ratios, on the other hand, know at all times what they are doing and where they stand. The investigation also showed that in many stores the greatest waste is in human labor. A retailer may pay special attention to the saving of twine and wrapping paper and still employ two men to do the work of one.

In some stores it is through sales force expense that the total expense is inflated. In other stores the total expense is high because of excessive delivery charges, in others because of rent, in others because of losses from bad debts. But the exact cause for high expense, and frequently for ultimate loss, cannot be readily detected unless a retailer is keeping his books properly with a detailed classification of his expenses.

Another source of waste is in the slow stock-turn in some retail stores and the unnecessarily heavy stocks which are carried.

Upon the retailer himself the responsibility for his own bookkeeping primarily rests, and if he is to make a success in the retail business under present abnormal, or any conditions, it is absolutely essential that he use at least a simple accounting system.

It should be the object of cost research to provide this guide and thereby aid in the elimination of waste which is essentially a national economic loss.

OUSTING THE BOOZE

THE attitude of many manufacturers toward the liquor question is one of the most significant features of modern progress. They have helped in many ways to bring about prohibition in several of the most important provinces in Canada.

Just at this time when two provinces have gone dry, and another, the largest manufacturing province in Canada is about to go dry, it is interesting to note the result of an investigation held in the United States. The committee on inebriety at a recent national conference on charities and corrections at Indianapolis, presented a report which gave much practical information covering the results of extended studies as to the attitude of the railroads, retail

stores, public service corporations, mail order houses, sales organizations, mining companies, dealers in steel and wooden products, and various associations. The secretary of the committee stated that returns had been received from the employers of 750,000 people. The employers stated that they forbid alcohol in their plants. In many instances its use is considered in the promotion and retention of employees.

The *Iron Trade Review* states that the secretary might have added that in some of the important steel plants men who indulge in intoxicating liquors are not thought of at all for promotion.

LEAD IN THE BALANCE

UNITED States dealers in metals are undecided as to the effect a war with Mexico would have on the lead market. War might curtail shipments from Mexico, but it might also unsettle United States business and cause a lower consumption in the latter country.

According to the *American Metal Market* none of the dealers seem to have started any new operations as a result of the Mexican outlook, and such demand as there is at present comes from consumers. The independent producers are not so anxious for orders as they were last week, but at the same time they are selling at \$4 to \$5 below the Trust price. They are also offering to sell futures like August and September at \$6 to \$7 per ton under the spot Trust price. The feeling is so strong that lower prices must be made soon by the Trust that buyers are holding off.

The recent weakness exhibited in lead has had a tendency to create an impression in the Canadian trade that lower prices could be looked for in the near future on white lead in oil, solders and other products into which lead enters. Some of the declines have taken place, but others which were proposed have been deferred, awaiting the outcome of latest developments in Mexico and elsewhere.

MARKING UP PRICES

HARDWARE and Metal has on more than one occasion recently urged retailers to exercise the greatest care in marking their goods for sale. There is little doubt that many retailers are not taking full advantage of the situation and are making sales at prices below what is considered to be the market value. With prices advancing as they are at present and have been for some months, goods are appreciating in value while in stock. It is therefore obviously a mistake to sell these goods at the same price now as they were listed at the time of purchase, probably several months ago.

The selling price should be based on the current market value of the goods, in other words on what it would cost to replace them at the time of sale. By following the market and marking up prices in proportion to the cost of buying new stocks, the retailer protects himself against the time when the market is falling and he has to dispose of high-priced stocks at lower prices. It is not good policy to wait for a new consignment of goods and then raise prices based on the invoice, because by this time a considerable proportion of the old stock will have been sold under the market value and only stocks that are left over can be advanced.

EVENTS IN THE TRADE

NEW FIRMS

Brock, Sask.—W. L. Kill, hardware and furniture, has opened a branch at D'Arcy.

Lethbridge, Alta.—H. A. MacNeil, who has been with the McGregor Hardware Co. for the past three years as manager of their Travers, Alta., branch, is opening a hardware store at Brant, Alta., under the name of Blair & MacNeil.

INCORPORATIONS

The E. Levasseur & Co. has been incorporated at Ottawa, with a capital of \$30,000, to carry on the business of wholesale and retail merchants and manufacturers of and dealers in varnish, oils, paints, colors and other similar products. Head office to be situated at Montreal, Que. Incorporators: S. H. R. Bush, J. S. Lamarre and E. C. Baker, all of Montreal.

The Rochester Lamp Co. has been incorporated at Toronto, with a capital of \$40,000, to manufacture and deal in hardware, woolenware and other wares, also in all lighting, heating, plumbing, electrical and gas appliances and accessories. Head office to be situated at Toronto. Incorporators: C. J. Spence, R. R. Hempseed and A. G. Manley, all of Toronto.

CHANGE IN THE WEST

A number of changes have been made in the management of the Manitoba Bridge & Iron Works, Winnipeg. J. A. McCulloch, who has been sales manager of this company for the past five or six years, has been appointed general superintendent with jurisdiction throughout the plant. Mr. McCulloch has had a wide experience in structural, mechanical and the sales end of this business.

H. A. McKay, chief engineer, is taking over supervision of the sales department, but is still keeping an eye on the engineering end of his work. Mr. McKay's connection with the Manitoba Bridge & Iron Works extends over a period of eight years. He joined this firm in 1908, prior to which he was in the engineering department of the C. N. R. at Toronto. Throughout this period he has filled the position of engineer of this concern.

E. Stewart, who has been acting general superintendent of the plant for the past few months, is still with this concern although in another capacity.

BUSINESS CHANGES

Delisle, Sask.—Delisle Bros., hardware and implements have been succeeded by Pope & Given.

Toronto, Ont.—Ethel B. Green has retired from D. B. Guffin & Co. Mr. Guffin will continue business alone.

NEWS FROM THE MARITIMES

Joseph H. Appleby, an employee of Emerson & Fisher, was wounded on June 4.

Private John W. Gill, formerly with W. H. Thorne & Co., was reported suffering from shell shock on June 4, and admitted to the hospital at Camieres.

Work has been started on the lower section of the Valley Railway, from Gagetown to Westfield, where it will connect with the C. P. R. for its entry to St. John.

Four employees of St. John hardware concerns have appeared in the casualty lists following the big battle of June 3, two of the men having given their lives in the Empire's service.

Private Leonard Craig, formerly with T. McAvity & Sons, who enlisted in a New Brunswick battalion with the first contingent and afterwards was transferred to the Princess Pats, was killed on June 3.

Progress on T. McAvity & Sons' new plant in Rothesay Avenue, St. John, is progressing rapidly, and will be completed by August 1, when their shell-making operations will be transferred to the new structure.

The St. John Dry Dock and Shipbuilding Co., capital stock, \$1,000,000, has received a Federal charter. It is to take over the completion and operation of the dry dock now under construction in Courtenay Bay, St. John.

Lance-Corporal Frank W. Withers, formerly with George T. Palley, hardware broker, aged twenty-two years, was killed in action on June 3. He had previously received special mention in the despatches for distinguished conduct. An uncle was killed in the Boer war.

The C. P. R. have announced extensive additions to their facilities at West St. John, in anticipation of traffic next winter of even greater proportions than the record-breaking season of 1915-16. A third line is to be built from the Bay Shore yards to West St. John; all light steel in tracks and switches will be replaced with heavier rails; additional

switches providing for storage of 350 more cars will be laid at West St. John.

According to Major R. E. Johnson, of the Imperial Munitions Staff, who was in St. John last week, the Maritime Provinces are at present shipping 47,700 finished shells per week, and, besides, are producing at least 75 per cent. of the steel used in the Dominion for high explosive shells. New shops are being fitted up, and the output is increasing each week. Major Johnson intimated that the Maritime Provinces are, if anything, in advance of other parts of the Dominion in the matter of shell production.

COLT'S NEW BUILDING

Colt's Patent Firearms Mfg. Co., Hartford, Conn., announce that the new addition to the plant has been completed, giving an addition of over fifty thousand square feet of space for manufacturing purposes. The addition was built in record time, having been started on February 7 and completed on June 3. The building is four storeys in height, of concrete, brick and steel construction, with all modern improvements for light, safety and convenience. The size is 225 x 60 feet, with a wing 53 x 24. The addition will greatly facilitate the company's production.

PERSONAL

W. T. Cox, manufacturers' agent, 315 Nanton Bldg., Winnipeg, is leaving for the East, and will be away several weeks calling on his principals.

H. S. Crowell, manager of New Burrell-Johnson Iron Co., Yarmouth, N.S., has been elected to the executive of the Canadian Manufacturers' Association.

H. J. Fuller, president, and T. McMillan, vice-president of the Canadian Fairbanks-Morse Co., and C. H. Morse, president of the Fairbanks-Morse Co., Chicago, were in Toronto last week inspecting the local plant.

Col. Thomas Cantley, president of the Nova Scotia Steel & Coal Co., and chairman of the Munitions Resources Commission, has been elected president of the Canadian Manufacturers' Association for the ensuing year.

James M. Nelson, who recently resigned as superintendent of the open-hearth department of the Carnegie Steel Co. Works at Youngstown, Ohio, has been appointed superintendent of the open-hearth and duplex steel departments of the Algoma Steel Corporation at Sault Ste. Marie, Ont.

HARDWARE LETTER BOX

Douglas & Co., Amherst, N.S.—Can you give us the name of anyone manufacturing wood vinegar measures and funnels?

William Cane & Sons Co., Newmarket, Ont.; J. Root, Green Bush, Ont.; Austen & Laverty, Montreal.—Editor.

C. P. Moore, Sydney, N.S.—Can you inform us where in Canada we can procure boy scout supplies?

Miller Manufacturing Company, York Street, Toronto; the Jackson's Mfg Co., Clinton, Ont.; W. E. Sanford Manufacturing Co., Hamilton; A. H. Wolfe, Montreal; Wm. Scully, 320 University Street, Montreal.—Editor.

Stewart & Bowden, Pembroke, Ont.—Please advise us where we can purchase hydrants to good advantage in Canada.

Jenkins Brothers, Drummond McCall, Garth Company, Standard Foundry and Machine Company, all of Montreal; Brown & Boggs, Hamilton; Smart Turner Company, Hamilton.—Editor.

CATALOGUES AND BOOKLETS

Tool Holder

A leaflet just to hand describes a lathe tool holder made by the Anglo-Scotian Engineering Co., Beeston, Nottingham, England. The principal features of this tool holder are dealt with in detail and the various sizes given.

Electric Motor Pump

A new bulletin issued by the Buckeye Pump & Mfg. Co., Columbus, Ohio., describes and illustrates the new 'Buckeye' automatic electric motor pump. Two types are dealt with, for direct pressure and open tank service respectively. A specification is included covering the principal features of these outfits.

Graphite for Cylinder

Lubrication is the title of an attractive little booklet dealing with the above interesting subject and issued by the Joseph Dixon Crucible Co., Jersey City, N.J. The booklet tells of graphite lubrication for both steam and gas cylinders, and also gives concise facts about lubricators that are made to use graphite alone or with oil.

Sanitary Stable Equipment

W. D. Beath & Son, Toronto, have issued a 32-page catalogue featuring a wide range of barn and stable equipment, including litter, feed, and hay carriers, silos, milk carriers, water bowls, cow stalls, stanchions, steel pens, horse stalls, steel posts, guards, managers, racks, supporting columns, water supply systems, etc. The catalogue is attractively illustrated. Copies will be supplied upon request.

Corbin Rim Night Latches

A 38-page illustrated booklet recently issued by P. & F. Corbin, New Britain, Conn., features a wide range of Corbin rim night latches. Copies of the booklet will be supplied upon request.

Whites, Ltd. Catalogue

Whites, Limited, wholesale hardware and metals, of Collingwood, Ont., have just issued a complete loose-leaf illustrated catalogue of all the articles carried by them. The printing of this catalogue has consumed over a year. This firm has been in business in Collingwood for some ten years past. All articles are priced. The idea of the loose-leaf catalogue is to allow price changes to be inserted from time to time. This is the first of its kind issued by Whites.

Fancy Advertising Cards

H. S. Howland & Son, Toronto, have issued a series of advertising cards to draw attention to their line of Samson tools. These cards are of a neat size, being 6¾ inches by 5½ inches, and are highly artistic in design. A picture of each particular article is printed on the card together with some mention of the qualities claimed for each line of goods. The cards are designed to hang from a cord which can be attached to the articles.

REMINGTON ARMS OFFICERS ELECTED

At a meeting of the Board of Directors of the Remington Arms Union Metallic Cartridge Company, held recently, the following officers were named: Chairman of the board, M. Hartlev Dodge; president, S. F. Pryor; vice-presidents, C. L. Reiersen, I. S. Betts, C. C. Tyler, George Bingham; treasurer, W. F. Lawrence; secretary, George Bingham; assistant treasurers, C. W. Many, W. H. Nolan; comptroller, Howard Berry.

WEEKLY HALF-HOLIDAY HELD BY MAJORITY

Timmiss.—None as yet. Council and merchants are negotiating for Wednesday half-holiday, July and August.

Port Perry.—All business places close Wednesday afternoon, June 21 to September 13.

Sault Ste. Marie.—Hardwaremen and grocers, Wednesday afternoon, June, July and August.

St. Mary's.—Hardware, dry goods and grocery, jewelry, Wednesday afternoon, June, July and August.

Barrie.—All stores, Wednesday afternoon, July and August.

OBITUARY

John E. Mathews, formerly with Frotheringham & Workman, the Canada Horse Nail company and latterly of Lymburner & Mathews, Montreal, passed away at his residence in Westmount last week. "Jack", as he was familiarly called by his associates, was an exceedingly popular and successful traveler. A number, particularly of the old school of hardware merchants in Ontario, will remember his genial visits which were always garnished with rich and rollicking Irish stories.

TRADING STAMP DELUSION AND THE RETAILER

(Continued from page 27.)

realized it eventually meant ruin to them. The competitor across the street (not to be outdone) also gives trading stamps, so there is no advantage to either from the standpoint of a stimulator of trade; therefore, the merchant puts his head in a noose, from which it is almost impossible for him to extricate himself.

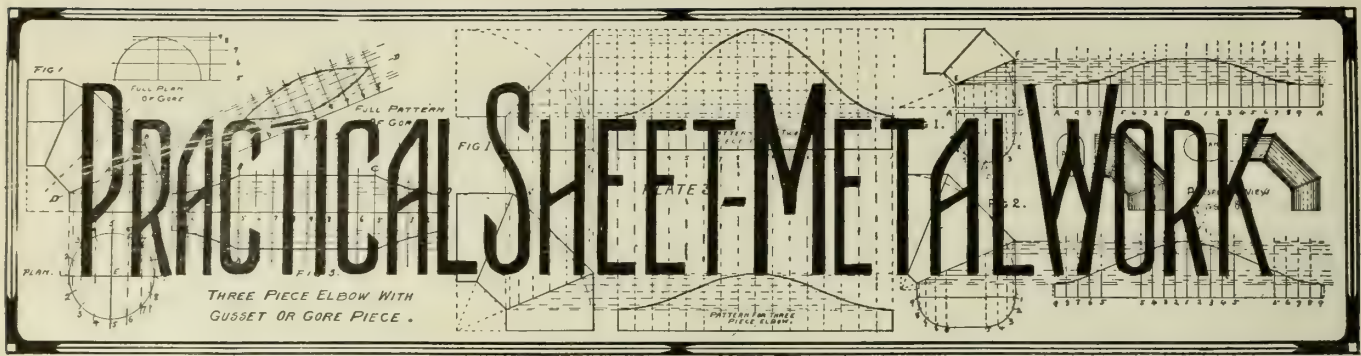
A merchant once covered the situation quite thoroughly when he said:

"I do not give trading stamps or coupons. I do not wish to give any portion of my profits to an outside agency which hasn't a cent invested in my business. The people who waste the time to gather stamps are usually 'bargain hunters' anyway — always looking for the best of it and 'something for nothing,' besides. I am doing an excellent business through my own efforts and do not need assistance from the trading stamp people."

The Retailer Loses

View the trading stamp proposition from any angle and in 99 cases out of one hundred the retailer is the man who loses out when he enters the trading stamp game.

There were very few really sound and successful merchants who were not glad to see the abolishment of the trading stamp companies' operations in Canada. There are, however, in every community certain merchants who are always looking for get-rich-quick schemes or schemes which will boost sales on short notice. The trading stamp idea appeals to some of these merchants. Without giving the matter the serious consideration it deserves they adopt some form of trading stamp and premium scheme which eventually lands them in the police court and causes an endless amount of trouble to customers.



BY THOMAS STANFIELD

IN this article we deal with the development of pattern for a taper piece which has the small end at an offset with the large end. Such a fitting is particularly useful in furnace work, where two branches are required from one pipe, viz., one off the side when an ordinary 45 degree branch is used, and one from the extreme end of the pipe. In fact there are a great number of places in which such a fitting would do away with the use of two elbows.

It will be noted that the whole pattern is developed from the elevation. First, draw the elevation as shown at Fig. 1. From it develop the plan of diameters. These diameters may be any measurement. The line A B is used as base for elevation as well as centre line for half plan of large end.

Take the straight edge and extend dotted lines from A B C D until the two lines meet, the point of intersection is

shown at E. Next extend the base line as shown to F. This point is determined by taking the square and drawing dotted lines as shown from point E.

Next take the compasses and divide the half plan of the large end into 6 equal parts as shown 1, 2, 3, 4, 5, 6, 7.

The next step is to determine the proper points of intersection on base line. This is done by placing point of compasses at F and extending the points shown at 1, 2, 3, etc., on half plan to base line A B, these points determine the proper distances between A 1, C 1, A 2, C 2, etc.

The next step will be to draw solid lines as shown on profile, and then erect a vertical line as shown at A C E Fig. 2.

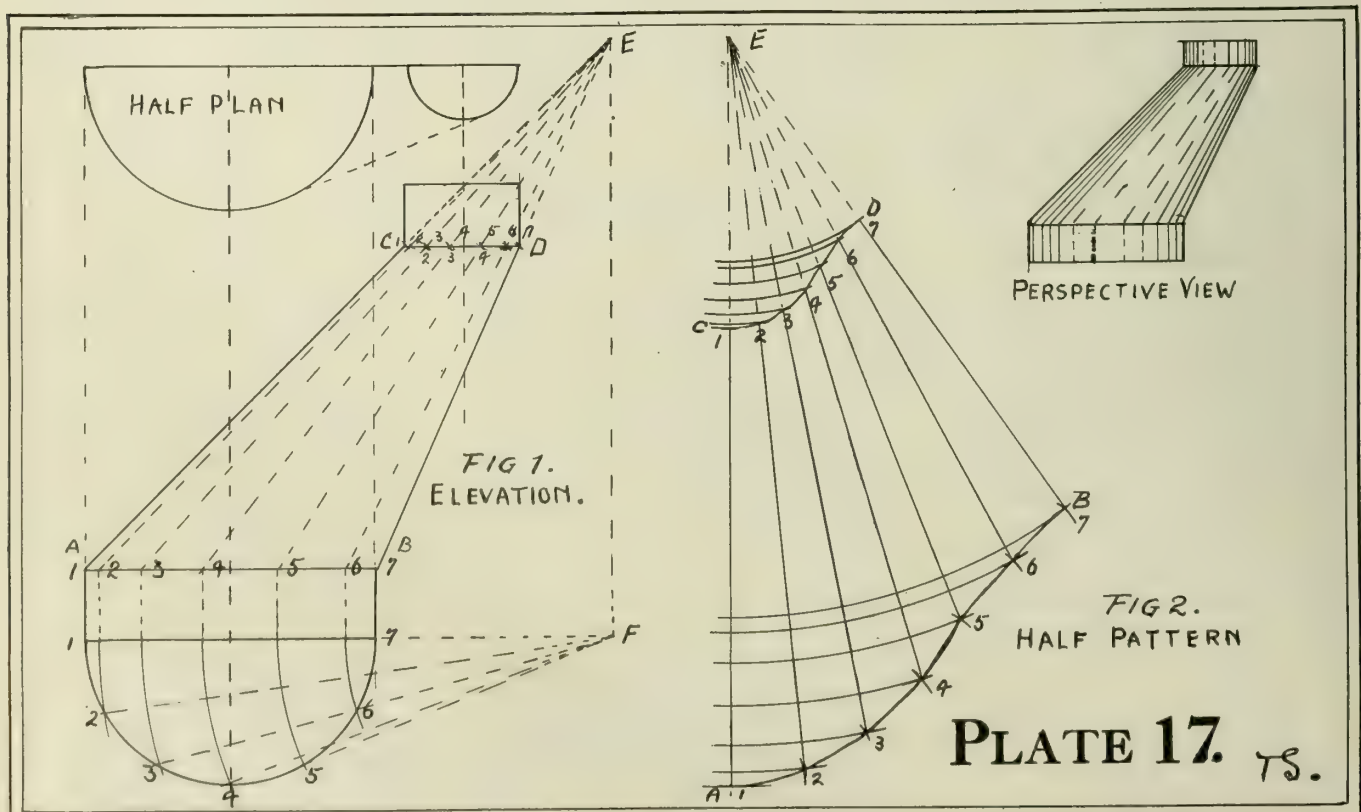
Next place the point of the compass at E, Fig. 1 and transfer the measurements between E and points on base line A 1, 2, 3, etc., to Fig. 2 by placing the compass point at E, Fig. 2 drawing

arcs as shown. Now transfer the measurements 1, 2, 3, 4, 5, 6, 7 on half plan cutting the arcs just completed in Fig. 2.

From these points develop erect lines to point E in fig. 2.

The next step will be to open the compass up and place point at 1 on base line A B, Fig. 1 to 1, 2, 3, etc., on line C D on Fig. 1, transferring these measurements from points A B 1, 2, 3, 4, 5, 6, 7, on Fig. 2 cutting the lines erected from A B to E as shown at C D. This will give the points to be used which is required for pattern of small end. If this pattern is developed on sheet metal, the various points may be punched with the fine point of a scratch and simply cut with the snips as shown by solid outline at A, B, C, D, Fig. 2 in half pattern. The two collars are made in the usual way and need no explanation; allowance should be made for seams and locks.

(Continued in Next Issue)



NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KEROSENE TORCH

Otto Bernz, of Newark, N.J., having calls for torches with larger tanks than the standard quart size, is now manufacturing No. 39 and No. 40 kerosene torches the capacity of which are three quarts and nine pints respectively. It is claimed these torches are the strongest of their kind made as the tanks are made of seamless drawn steel and all joints are welded by the oxy-acetylene process. Torches are equipped with patented snail burners which give a very powerful flame. These burners can be cleaned quickly and very easily. Tanks are fit-



Bernz Kerosene Torch.

ted with funnels which simplifies the filling. Filler screws have dust proof caps attached which prevents dirt or dust from falling or being washed into tanks. This dirt or dust clogs the burners. The pumps attached to these torches are the patented "Never Leak" style, the plungers of which screw down, which prevents them from becoming bent or broken. The needle valves at bottom of pumps act as a shutoff should the internal checks get out of order through the use of dirty fuel or otherwise. These torches can be changed so that they will burn gasoline as well as kerosene if it is so desired.

POWER LAWN MOWER

The Milbradt Mfg. Company, St. Louis, Mo., put on the market recently the Milbradt power lawn mower, which is propelled by a gasoline engine.

The motor used on this lawn mower is water cooled and, the company claims, is powerful enough to carry the machine up any grade where a horse could go.

The machine has two large ribbed rollers in the front which prevent it from sinking into the ground and which also insure good traction. Between these rollers is a sprocket wheel connected to the rollers by a differential gear. A roller

chain operates from this sprocket to a smaller sprocket on the main driving shaft above the platform, and this is also connected by a chain to the cylinder or the cutting knives. The company states that the only gears used on the machine are between the reversible clutch and the main driving shaft.

The rear part of the machine is carried by three wheels somewhat smaller than the front rollers. These wheels are also for the purpose of steering the machine. The fork-shaped casting in which they turn is connected by a rod to the steering handle. It is claimed that the machine can be steered very quickly and easily and in a radius of as little as 18 to 24 in. if necessary.

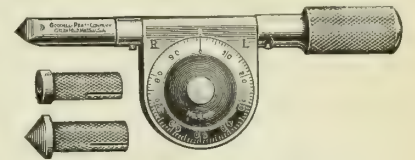
After the motor is started it can be run backward or forward or brought to a stop by the use of one lever.

HIGH SPEED HAND DRILLS

The Goodell-Pratt Company, Greenfield, Mass., is manufacturing a high speed hand drill, which it is claimed is particularly useful for wood finishers, floor layers or anyone else who must drill a large number of small holes very rapidly. These drills have a speed of seven revolutions of the spindle to one turn of the crank. The gears are protected from dirt and breakage by aluminum casings, and are packed in grease to insure easy running and proper lubrication. The large end handles, long cranks, and big knob side handle make the drills very convenient to use. The

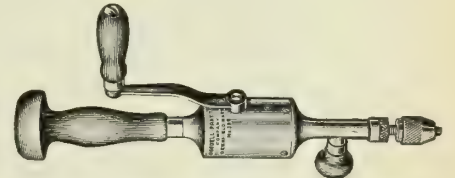
aluminum casings make them very light. The spindles run in ball bearings. The chucks hold round shank drills of all sizes up to 1/4 inch in diameter.

The company is also making a new speed indicator with which it is claimed



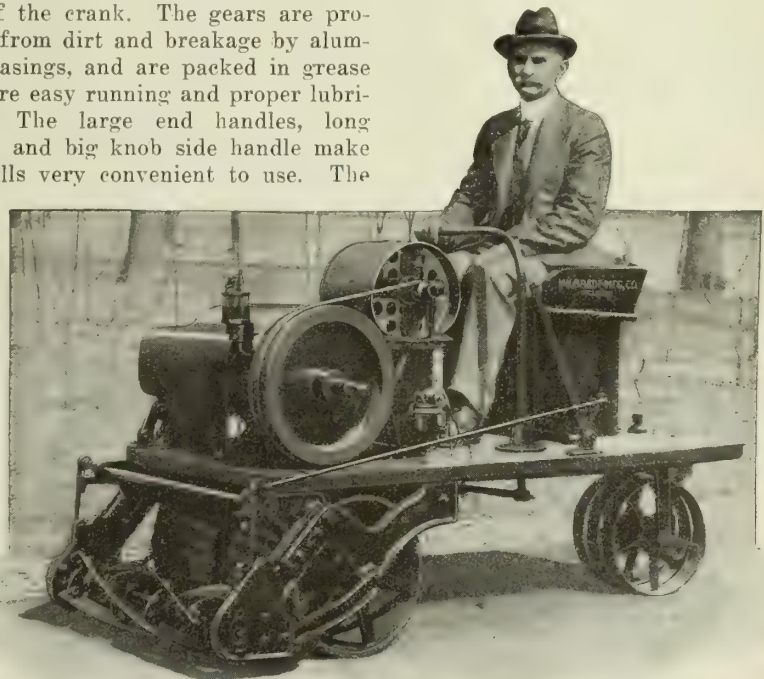
Goodell-Pratt Speed Indicator No. 449.

the speed of either right or left hand shafts can be taken without any confusing double numbers on the dial. This convenience is obtained by a double end



Goodell-Pratt Drill No. 285.

spindle with a handle that can be placed on either end. The tool is neatly finished in black and supplied with two rubber points.



The Milbradt power lawn mower

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THERE has been a marked falling-off in the number of price advances this week, when compared with previous weeks. A number of declines have taken place and others are predicted for the near future. There is a scarcity of many lines of hardware at the present time, due in some cases to shortages of raw materials and in others to scarcity of labor. Business continues in good volume and there is a steady demand for staple lines from country districts. City trade has been backward, due to dull and unseasonable weather. Advances in prices this week affect brass tubing, some lines of loaded shells, hay knives, scythes, grass hooks, centre bits, drawer pulls, spring hinges, wrenches, snow shovels, sheeting, aluminum, copper nails and tacks. Among the lines which are lower in price, or are showing weaker tendencies are, linseed oil, turpentine, tin, copper, spelter, lead, antimony, solders, lead pipe, scrap metals. The expected decline in copper sheets has been deferred. A decline in white lead in oil would probably have taken place almost immediately had it not been for the fact that the American lead market suddenly exhibited a firmer tendency, and that there is some prospect of renewed strength in view of the Mexican situation. Makers of lead will probably wait until the influence of the new factors are indicated, before taking action. The linseed oil and turpentine market is still weak with light demand. New discounts and quotations on many lines are shown in the reports which follow.

MONTREAL

MONTREAL, June 22.—There is further evidence that the theory in connection with the market situation, which has been advanced by Hardware and Metal for some weeks, is based upon sound deductions as to the tendencies developing. This week, for example, there are practically no changes in heavy hardware, while in general lines the number of advances is very small compared with a few weeks ago. The easier market for pig iron, the better tone to the steel situation, and the general decline of other metals have been factors which have affected the cost of manufacture. For some time there will be a process of readjustment, owing to the fact that the facilities for manufacturing have not developed at the same rate as those for production; this is likely to mean that there will be some further advances, and that the period of decline will be deferred for a period to be decided by the duration of the war. Another favorable indication recently is that there is some improvement as to deliveries of manufactured goods and, while there is little change as regards heavy hardware, at least matters are no worse than they have been as to the period required for shipment.

Business continues in very good volume. There is a continued steady demand for general staples from the outside districts, and recently there has

been some improvement in the city. Wet weather has affected the demand for some spring lines, but not to the extent expected, and for this the fact that many purchases were deferred from last year seems to be responsible. There has been a noticeable demand this week for wedding gifts and harvest tools on re-orders.

In the metals the weaker tone continues strong, although lead and antimony show the only actual reductions, and aluminum is somewhat higher. The great factor appears to be that there is a strengthening opinion that the Russian campaign and the developments on the Greek and French lines will have an important influence in shortening the term of the continuation of the war. On the other hand, the Mexican matter has not yet made its influence definitely felt, and there appears to be some difference of opinion as to what the effect of a war in the South would be.

Advances this week include: brass tubing, Butterfield goods, Remington loaded shells, bay knives, scythes, grass hooks, centre bits, drawer pulls, spring hinges, wrenches, snow shovels, sheeting, etc. Some lines are mentioned for further advances, but there are not the definite predictions which have been generally heard for some months. In the paint trade, oil and turpentine continue easy with slightly lower prices, and a reduction on white lead has been

held up owing to late strengthening of the pig market on Mexican war talk.

Tin is Weak.—The weak tendency is again strongly in evidence this week in the tin market, and, although there have been no general changes in the quotations in the local market, declines are to be expected. New York is quoting 3c off for the week on spot, with a slightly better tone for futures, on which the decline scales from 3c to 2c. Reports from this market indicate that the foreign situation is being watched for indications as to what effect the Mexican matter may have on buyers. London is offering in moderate quantities until there is some show as to what influence developments may have on American buying. Such a demand would undoubtedly prove a factor for strength, but local quotations at the present basis are weak. Montreal quotation: 49½-50c—weak.

Copper is Easier.—In the local market there is no general change in the copper quotations, but the tendency of the market is to lower levels under outside influences, and declines are to be looked for in the near future. London reports material declines for the week and New York is off about 1c from last report. The latter market reports that up to the present the Mexican situation has had no effect, and that both buyers and sellers are evidently waiting to see what effect developments may have on supply or demand. The European situation for the time being seems to be attracting more attention, and there is a growing impression that the end of war may come sooner than expected in view of the Russian victories and the belief that something of importance is developing on the French and Greek fronts. Buyers show a disposition to secure supplies for actual orders, and there is little interest in the foreign market; stocks are, therefore, accumulating and the prices are weak. Montreal quotation: 30-30½c—weak.

Spelter is Weaker.—Like several of the other metals, the spelter market is showing continued weakness, but for the present there is no general change in the local quotations. New York market has gone down one point since last writing, and reports from that quarter are that the situation is extremely dull, with hardly any inquiries. Foreign orders have recently been disappointing as to tonnage, and there is practically no domestic demand. Montreal quotation: 21-21½c—weak.

Lead is Lower.—Further weakness having developed in the lead situation during the week, local quotations have been marked down a ¼c. This reduc-

tion accompanies a further decline in the American market. New York reports that the Mexican matter is being considered as a possible influence in that market, it being figured that, while shipments from that country would be further curtailed, domestic business and attendant consumption might also be interfered with. Montreal quotation: 91 $\frac{1}{4}$ -91 $\frac{1}{2}$ c—unsettled.

Antimony Still Lower.—The downward slide in the antimony market continues, the decline for the week being an additional 2c, making a total for the movement of 17c. In the American market, there is further marking down of 2c, and this makes a total for the movement there of 18 $\frac{1}{2}$ c, or practically 50 per cent. New York reports that efforts to sell antimony in England have so far met with no success, although negotiations are still being carried on which may result in business. Montreal quotation: 31c—easy.

Aluminum is Stronger.—Following a recent decline, aluminum is marked up 1c in the local market, and the tendency is strong. This advance, by the way, is about the only increase in metals which has occurred for some weeks. It comes with an increase in the American market of 3c and 4c for the past fortnight. Locally the market quotation is, for the most part, nominal, owing to the fact that for ordinary consumption the metal has long since been above the level where any great volume of business can be done. New York reports the stronger situation due to outside inquiries, but that these have been checked by the rise in the price. Montreal quotation: 66c—stronger.

Other Metals.—With the general downward tendency of tin with other metals, the tone of the solder market continues easier, although it is difficult to give detailed quotations owing to the wide range of qualities and prices in the market. Montreal quotations: 30c to 36c. Sheet zinc is very firm at the quotations of 31c for casks and 31 $\frac{1}{2}$ c for part casks. Reports are that supplies are very difficult to secure, and that the ordinary consumption has for this reason been cut to the minimum.

Iron and Steel Situation.—The developments recently in the iron and steel market are along the lines which have been indicated. The easier situation as regards pig iron, to which reference has been previously made, has been followed by a somewhat better tone for steel. So far as the hardware trade is concerned, it cannot be said that there has been any actual improvement as regards manufactured iron and steel, but, at the same time, the fact that advances generally have been checked may be considered as a favorable influence. Owing to the fact that the development of basic metals has been more rapid than has been the development of facilities for finishing the output, and also owing to the fact that manufacturers generally had to make costly purchases to protect supplies, it may be a considerable space of time before there is anything in the nature of reductions—and in the meantime further advances are to be looked for—but the evidence grows stronger

that the top of the movement is at hand. The reaction will no doubt depend largely upon the duration of the war, and it is, therefore, impossible to make predictions; should the end come earlier than generally expected, sharp declines would be in order, owing to the fact that production has been brought to a basis far in excess of normal requirements, otherwise the readjustment should be gradual and its commencement deferred. Generally speaking, the retail trade seems to be showing a wise disposition to buy in smaller quantities, indicating that stocks are being carried for early requirements only; those who bought on the advance should be in a position of advantage for an indefinite period as regards their holdings.

Sheets, Plates, Pipe, Tubes, etc.—The general trend of the market for bar iron and steel, wrought iron pipe, black and galvanized sheets, plates, shapes, tubes, angles and other items on the manufactured iron and steel list is still strong, but there are no actual price changes for the week, and it would appear that the top of the movement is approaching, if not already reached. In some lines, like tinned iron and tin plate, where it is evident that supplies will not be sufficient to meet consumption until new deliveries are received, still higher prices are to be looked for, but the tendency is rather in the other direction in many departments, and while actual declines may not occur in the near future, they are regarded as an inevitable development. As has been previously pointed out, much depends on the duration of the war.

Copper Sheets.—The decline in the price of copper sheets, which would seem to be a natural consequence of the weakness in the copper market, has been further deferred. This is due to the actual shortage of supplies, the manufacturers being in a position to maintain their quotations on the strength of the demand.

Lead Pipe.—Despite the weakness in the lead market, lead pipe prices are still maintained at \$14 for lead pipe and \$15 for lead waste pipe. The tone is weaker, but it would appear that prices had never been raised to the level warranted by the position of the metal or that manufacturers find the market sustained by the demand.

In Hardware Lines.—In general hardware, as in heavy lines, it will be noted that there is a marked falling off this week in the number of price advances. This is evidently the direct effect of the better tone of the steel and iron markets and the declines in various other metals. Manufacturers with war orders and with supplies of raw material bought at high prices may be expected to maintain the high level of prices for a considerable period, and in some lines there will be further advances; but it is evident that the great upward movement has now largely worked itself out, and that unless there are unlooked-for developments, it will be only a matter of time before there are readjustments.

Nails and Wire.—The situation in nails and wire continues very firm, but it is doubtful if the recent predictions

of a farther advance will be borne out in the near future. The base for wire nails continues at \$3.75.

Brass and Copper Tubing.—Despite the easier tone of the copper market, copper tubing remains steady owing to the fact that production does not over-balance demand. For brass tubing still higher prices are being quoted, one wholesale house giving the following figures: Seamless— $\frac{1}{4}$ -inch, \$12; $\frac{1}{2}$ -inch, \$13.50; $\frac{3}{8}$ -inch, \$16.50; $\frac{3}{4}$ -inch, \$20; 1-inch, \$27; 1 $\frac{1}{4}$ -inch, \$40; 1 $\frac{1}{2}$ -inch, \$50; closed joint— $\frac{1}{2}$ -inch, \$8; $\frac{3}{8}$ -inch, \$10; $\frac{3}{4}$ -inch, \$14; $\frac{7}{8}$ -inch, \$15; 1-inch, \$17.

Butterfield Goods.—There have been some further advances on Butterfield goods. The new discounts are as follows:

Reeces New Pattern Screw Plates, discount 15%.
Dies, 10% discount.
Taps to 1 in. dia., 50%; over 1 in. dia., 25%.
Collets, Stocks and Caps, discount 10%.
Derby Stocks and Dies, discount 20%.
Derby Stocks and Dies, full mounted, 20%.
Derby Bicycle Screw Plates, discount 20%.
Derby Screw Plates, discount 20%.
Stocks, discount 10%; Dies, 10%; Taps up to 1 in., 50%; over 1 in., 35%.
Stocks and Collets, 10% discount.
Blacksmiths' Stocks and Dies, discount 30%, no change.
Extra Dies, discount 20%, no change.
Stocks and Dies, 0, 3, 4, discount 55%; 1, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$, 2, 60%.
Armstrong Adjustable Pattern Stocks and Dies, discount 50%, no change.
Hand Taps, 1-16 to 15-64, discount 60%; $\frac{1}{4}$ to 1, 50%; 1-16 to 2, 35%.
Machine Screw, no change. Machine or Nut, on application.
Stove Bolt Taps, no change.
Pipe Taps, up to 1 in., 70% discount; 1 $\frac{1}{4}$ to 2, 65%; 2 $\frac{1}{2}$ to 3, 55% discount.
Pipe Reamers, up to 1, 70%; 1 $\frac{1}{4}$ to 2, 65%; 2 $\frac{1}{2}$ to 3, 45%.
Taper Reamers, discount 20%, no change.
Shell Reamers, discount 15%.

Ammunition.—Some further advances on ammunition are announced, one firm quoting new discounts on Remington loaded shells—to cover an advance of 20 per cent.—as follows: New Club, 5 per cent.; Nitro Club and Remington, 15 and 21 $\frac{1}{2}$ per cent.; Arrow, 20 per cent.

Harvest Tools.—In addition to the general advances on harvest tools, covered by a reduction of the discount to 40 per cent., as announced last week, there have been increases on the list prices of scythes and hay knives of 25c per dozen, and on grass hooks of 15c per dozen.

Centre Bits.—The following are new quotations heard for centre bits: $\frac{3}{8}$ -inch to 1-inch, \$1.35; 1 $\frac{1}{8}$ -inch, \$1.80; 1 $\frac{1}{4}$ -inch, \$2.15; 1 $\frac{3}{8}$ -inch, \$2.55; 1 $\frac{1}{2}$ -inch, \$3; 1 $\frac{5}{8}$ -inch, \$3.45; 1 $\frac{3}{4}$ -inch, \$3.70; 1 $\frac{7}{8}$ -inch, \$4.15, and 2-inch, \$4.50 per dozen.

Drawer Pulls.—There are higher quotations for drawer pulls, Nos. 310 and 311, as follows: No. 310 bronze plate and antique copper, \$2.80 per gross, and No. 311 bronze plate and antique copper, \$3.20 per gross.

Spring Hinges.—Higher prices for spring Nos. 51 and 50 are indicated as follows: No. 51, \$1.95 per dozen, and No. 50, \$2.10 per dozen.

Agricultural Wrenches.—New prices for ordinary agricultural wrenches are being quoted as follows: 6-inch, \$3.50; 8-inch, \$4.20; 10-inch, \$4.90; 12-inch, \$6.30, and 15-inch, \$8.40 per dozen.

Copper Nails and Tacks.—On copper nails and tacks there has been an advance on the list of the rolling mills, as adopted in January, the quotations now being \$4.30 and \$4.50 per pound respectively, with a continuance of the discount of 75 and 10 per cent.

Snow Shovels.—On the ordinary lines of wooden snow shovels the discount has been set at 32½ per cent. On the Victor part-ironed the allowance is 17½ per cent., and on the full-ironed 12½ per cent.; on the child's size the discount is 25 per cent.

Builders' Hardware.—Locally there is a small demand for builders' hardware. In the country districts there is a call for some of the cheaper lines for agricultural purposes, but in the city business in this line is practically at a standstill.

Sheeting.—Higher prices for sheeting materials are being quoted. One firm quotes Eddy's up 1c from 3¼c to 4¼c.

Seasonable Lines.—Wholesalers report that there has recently been good business in repeat orders for wedding gifts and for harvest tools. Otherwise business is generally confined to sorting orders on general staples, with a favorable development in improved demand in the city.

Old Materials.—Some further declines in scrap are noted in company with the general weakness and decline of the metal markets. New quotations are: Heavy brass, 14½c, a decline of ½c; light brass, 11½c, a decline of ½c; heavy copper, 20½c, a decline of ¼c, and machine composition No. 1, 15c, a decline of ¾c. On the other hand, there is an advance on heavy scrap zinc of ½c to 11½c.

TORONTO

TORONTO, June 22.—The industrial situation continues favorable and the demand for manufactured products is steadily increasing. New industries are being established and many firms are extending their plants to take care of the increased demand, and also in view of the continued period of prosperity which is anticipated. This activity benefits the hardware trade, which is shown in the volume of business being well ahead of last year. Business in the country districts is good and reflects the prosperous condition of the farmers. The demand for summer lines continues brisk and is taxing the capacity of the manufacturers to supply the goods as they are handicapped by the shortage of labor and raw materials. This applies to practically all lines which are in good demand and there is no sign of relief to the situation which promises to become more acute later on in the year.

Although the upward movement in prices appears to have almost come to a standstill there is no indication of any weakness in the market. The general situation in the trade is much the same as during the past two or three weeks. Advances in a few lines, particularly those composed of iron or steel, may be looked for in isolated cases but it is probable that the present level of prices will be maintained for some considerable

time. Iron and steel products are firm but ingot metals continue to show weakness which if maintained for any length of time will affect some lines of hardware.

Iron and Steel Situation.—The market continues very firm and prices are practically stationary. Indications point to the top of the market having about been reached, although further advances in some steel products subject to certain conditions may be expected. The mills are as active as ever, orders for munitions accounting for a considerable proportion of their output. The only advance of importance to note this week is lapwelded boiler tubes. The new prices, about 10 per cent. higher, are for tubes made to the new specifications which call for thicker metal. Some makers of iron and steel tubes are not taking on new orders as they are filled up for the remainder of the year. Prices of wrought iron pipe are very firm; the current demand is heavy, some mills being sold up for three or four months. Prices of wire rods are firm and supplies are scarce owing to the export demand for rod materials being heavy. It is very difficult to get wire rods from the States as the makers there are filled up with orders. Boiler and tank plates are very firm and prices unchanged. The new demand for plates is not as urgent as it was some time ago but deliveries are still backward.

The steel market in the United States is quieter and it is not believed that there will be much new buying until September. Import enquiry for finished steel continues heavy but domestic buying is lighter. All the mills have large unfilled tonnage and it is considered probable that even if demand declined further there will be little if any reductions in prices. Steel bars are unchanged at \$2.75 and plates at \$3.75, but beams are a little lower at \$2.50 Pittsburgh. Open hearth billets and sheet bars have declined \$2, and are now quoted at \$40 per ton Pittsburgh.

Pig Iron.—The market is quiet and prices have an easier tendency although unchanged in the meantime. The demand for steel making grades is as insistent as ever, and foundry irons are more active.

Old Materials.—The market is dull with prices weak, being influenced largely by the decline in ingot metals. Buying is of the hand-to-mouth order, and is in light volume. Heavy smelting steel is firm and higher but zinc and lead have both declined.

Metal Markets.—A general weakness prevails in the metal markets with a decline in prices of all except lead and aluminum. The weakness is really due to the fact that production is now greater than consumption, although the latter is still heavy. There has been some falling off in war orders and the inflated prices are keeping consumers out of the markets. Tin is, however, an exception, as this metal is not being used for munitions and is, therefore, not subject to the same influences. The tin market notwithstanding this is being affected by the other markets and is lower. Copper is lower, due to second hands making

concessions, but the position of this metal is a strong one and a reaction to higher prices is quite probable. The demand for lead has fallen off and the market has a weak tendency although prices are unchanged. Spelter and antimony are both lower but aluminum is unchanged. It seems as if notwithstanding all talk about war orders, that production is now getting beyond the demand.

Copper.—The market is quiet and lower with second hands making further concessions. Consumers are not in need of spot copper and the lower prices have not attracted business. Producers are sold up for some months and they are still holding out for high prices. The demand for copper will probably be heavy throughout the year and the market may possibly recover. Quotations are entirely nominal and lower at 29 to 29½c per pound.

Tin Declines.—The market is weaker but more in sympathy with other metals than any change in the situation. A sharp break in London has been followed by a decline here. Consumers are not at all disposed to enter the market at this time and some sellers report that the inactivity since the first of the month has been most pronounced. Tin is comparatively cheap at present prices and a recovery is highly probable. Tin has declined and is now quoted at 46c to 47c per pound.

Spelter Weaker.—The market is dull and lower with no improvement in the situation. In some quarters sellers are willing to shade quotations while future business is also quiet and prices lower. The easing off in spelter is due to the anxiety of second hands to sell. Spelter has declined and is quoted at 15-15½c per pound.

Lead.—The market is featureless and has a weaker tendency although quotations are unchanged. Buying is light, consumers only covering for immediate requirements. The Trust price is unchanged at 7c New York, but the outside market is a shade lower. Local quotations are unchanged at 9c to 9½c per pound.

Antimony.—The market is unsettled and lower but sellers are endeavoring to maintain prices. No future business is offered, owing to the uncertainty of the market. Quotations have declined 2c and are entirely nominal at 33c per pound.

Aluminum.—The market continues strong due to heavy demand which will take care of the entire production. Quotations are firm and unchanged at 65c per pound.

Solders Lower.—The expected decline in solders has materialized due to the lower prices of tin and lead. A fair demand is reported locally. Complete prices are given in the current market quotations.

Black and Galvanized Sheets.—The new demand for sheets although fairly heavy, has quieted down to some extent, the trade being covered for the remainder of the year. Specifications, however, are reported to be coming in freely and the sheet mill interests believe that the lull is temporary. Prices of black sheets

are firm with an upward tendency owing to the possibility of higher prices having to be paid for sheet bars. Galvanized sheets are irregular, but more interest is being shown by consumers in the market. The decline in spelter has caused a weaker tendency in sheets but prices are unchanged in the meantime.

Boiler Tubes Advance.—Prices of lapwelded tubes have advanced about 10 per cent. The reason is mainly due to a change in the specification for tubes which calls for thicker metal, consequently they are heavier. The market is at the same time very firm and deliveries are as backward as ever. Some makers of iron and steel tubes are not taking on new orders as they are filled up for the remainder of the year.

Tin Plate Shortage.—An acute shortage of tin plate is being experienced and consumers of this material are having great trouble in getting supplies. Three or four leading makers in the States have their output sold up for the remainder of the year and are refusing to quote on any new domestic or foreign enquiries. The demand is heavy in the primary market, which is very strong. An advance in prices is looked for.

Wrought Iron Pipe.—The situation in wrought iron pipe shows no improvement and the scarcity of skelp is as acute as ever, some mills being sold up for the remainder of the year on this material. The market continues firm and indications point to higher prices for pipe at no distant date.

Lead Pipe.—Prices of lead pipe have a weaker tendency but are unchanged in the meantime. Pig lead, although it has not declined again is not showing much stability and may go still lower, in which case lead pipe may be affected. The demand continues light owing to the dullness in the building trade. Lead pipe is quoted at \$14 and waste pipe at \$15 per 100 lbs. Traps and bends carry a discount of 5 per cent.

Wire Nails Firm.—Prices of wire nails are still very firm owing to the scarcity and high price of wire rods. The export demand for wire rods continues heavy and it is very difficult to get rod material from the States as the makers there are filled up with orders and are not interested in export business. Wire nails are quoted at \$3.75 per keg base, and cut nails at \$3.40 per keg base.

Wire Products Firm.—The market continues very firm and the export demand heavy. The same situation prevails in the United States market, but there have been no intimations of an advance there.

Seasonable Goods.—Summer lines continue to move out in good volume and repeat orders are very satisfactory. There is a good demand for lawn tools, particularly lawn mowers, stocks of which are very low.

Kitchen Wares.—Prices of all lines of wares are holding firm, notwithstanding the weakness in the metal markets. Sorting orders for shelf lines are in good volume and manufacturers report having some difficulty in meeting the demand on account of the shortage of labor and raw materials.

Cordage Market.—The market is firm and prices unchanged. The sisal market is unsettled due to the situation in Mexico, and supplies of fibre may be cut off which would result in a serious shortage. Manila is coming through in small parcels and shipments are being delayed on account of the shortage of tonnage. Prices of Manila have a higher tendency but are unchanged this week. Italian hemp continues high and scarce due to the limited quantities being exported.

Binder Twine.—The prospect of lighter crops in the United States and also in Canada has made the binder twine situation somewhat easier. It is expected that less twine will be required than was anticipated and the threatened shortage will be relieved. Makers of twine are not taking orders but may do so later on. Prices are firm and there is little possibility of cheaper twine.

LONDON

LONDON, June 22.—Although a number of price changes have taken place during the past week they have not been as numerous as in preceding weeks. An improvement has been noted during the past few days in the demand for summer goods, which have for some time been in poor demand owing to unseasonable weather.

Screen doors, windows, refrigerators, and lawn mowers are in good demand. There is a big scarcity of lawn mowers at present and the variety to choose from is small.

Tools Higher.—The advances reported last week on harvest tools, include lines sold at net prices, as well as those figured from list prices. Blued field hoes have advanced to \$2.30 doz.; blued malleable rakes, 12 tooth, \$2.30 doz.; 14 tooth \$2.50 doz.

Hay knives are now quoted as follows:—lightning \$8 doz.; heath, \$8.50 doz.; T. Handle spear, point, \$9 doz.; L. handle spear, \$9 doz.

Reaping hooks, Canadian pattern, No. 2, \$2.15 doz.; No. 3, \$2.25 doz.; No. 4, \$2.35 doz.; No. 5, \$2.55 doz.

The above new prices show advances averaging about 10 per cent.

Buck Saws Higher.—Following recent advances on hand saws, buck saws are now quoted at prices from 10 to 15 per cent. higher than formerly.

Oil Still Weak.—The linseed oil market is still weak and the demand is light. Quotations are as follows:—

	Raw.	Boiled.
1-2 barrels	79c	82c
3-5 barrels	78c	81c
6-9 barrels	76c	79c

Turpentine Lower.—Turpentine has declined further. The market is weak and the demand is light. The new price follows:—

1-barrel lots	63c
2-4 barrel lots	62c
5-gal. lots	70c

White Lead.—White lead quotations remain firm locally although the demand is still very light and the lead market is weaker. Weather conditions have

been unfavorable for outside painting. Stocks are in good shape. Pure lead in oil is quoted at \$13.95 per 100 lbs. in ton lots, and \$14.25 per 100 lbs. in less than ton lots.

Glass Quiet.—There is very little demand for glass at present. The market remains firm at the following quotations:—

Single diamond	30%
Double diamond	30%
Cut lights	50-5%

Nails Firm.—There is an improved demand for wire nails. The market remains firm at \$3.70 base for wire nails and \$3.40 base for cut nails.

Rope Unchanged.—Quotations on rope are still high and unchanged. Stocks are complete and the trade is ready for the usual demand for hay fork rope. Quotations are as follows:—Pure Manila 22½c lb. base; British Manila 18c lb. base; African Hemp 18c lb. base; Sisal 13½c lb. base; Cotton 3-16 27c lb.; Cotton ¼ and larger 26s lb.

Seasonable Goods.—Quotations on other seasonable lines follows:—Harvest tools 40 per cent.; poultry netting 1 and 2 in. mesh, 25 per cent.; painted screen wire, 100 ft. rolls, \$2.25 per 100 sq. ft.; 50 ft. rolls, \$2.30 per 100 sq. ft.; bronze screen, rolls, 12c per sq. ft.; cut lengths, 13c per sq. ft.; bluestone, 20c lb.

WINNIPEG

WINNIPEG, June 22.—There have been some rather important changes during the past week, chief of which is the new price which has been issued on harvest tools. The new discount which now applies to the various lines of harvest tools is 40 per cent., and hay fork handles are now quoted at 35 per cent. discount. All lines of scythes and hay knives take an advance of 25c per dozen.

Kraft Paper Higher.—It is interesting to note that following predictions made in this paper and various write-ups which have appeared regarding kraft wrapping paper, that this line has again advanced, to-day's price being 10c per lb.

Formaldehyde for Spring.—About the first line on which new prices have been made for next spring is formaldehyde, the prices now being quoted for future shipment show a considerable advance over those prevailing last year, but this, of course, is blamed on the war along with a great many other high prices which are being quoted to-day. Ruling prices as now quoted are as follows:

400 lb. barrels .....	.17 per lb.
125 lb. kegs .....	.18 per lb.
60 lb. kegs .....	.20 per lb.
10 lb. jugs ..	2.15 each
5 lb. jugs ..	1.15 each
24 ounce bottles	4.35 per doz.
12 ounce bottles	2.25 per doz.

Many Revisions.—Almost every week revisions are being made in the various items in which brass or steel is a part. This is affecting quotations on different lines of threshers' supplies which may

(Continued on page 44)

WEEKLY PAINT DEPARTMENT

Do Your Costs and Stocks Harmonize?

Paint Dealers To-day Should Prepare for the Future—Small or Improperly Figured Profits Will Not Carry Dealer Through—A Reaction is Coming

MANY times since the outbreak of the war in August, 1914, Hardware and Metal in referring to changing conditions in the paint trade and the advancing prices of many commodities entering into paint manufacture has urged retailers to advance their selling prices accordingly. In the majority of cases this advice has been followed. Not a few merchants are to-day doing a larger paint trade than ever before. Furthermore they have reaped handsome profits on account of having watched the markets closely and purchased supplies at the most opportune time.

Preparedness for Dealers

The Paint, Oil and Drug Review, an American weekly paint paper in referring editorially to the same subject states as follows:

"The paint dealer to-day is in a position to make substantial profits and do the largest amount of business ever known, but how many realize that the opportunity is at their door? Those who fail to take advantage of present business conditions will wake up when it is too late and cry out 'Wait! I haven't made any money yet.' On the other hand the dealers who have used the opportunities will be able to say 'I am satisfied.' The difference between these two classes of men is merely that of success and failure. One discounts his bills and merchants seek his trade, while the other takes long time and often gives notes which it is a struggle to pay.

If the paint dealers as a class would wake up to the actual conditions which have presented themselves, they would set a standard for all others to follow. To begin with the retail paint dealer, during the summer of 1914, was in pretty fair shape as regards the stock of merchandise on hand. Then the costs of various products began to advance, and the wise dealer at once advanced his selling prices on the goods in stock, and thus showed a profit on much of the merchandise bought at the price before the war.

"Now during the past twenty-one months probably every item the paint dealer carries shows one or more advances, some of them many, and the retail prices have been regulated accordingly till now the retailer should have his costs and stocks so harmonized that every item is figured to represent the present cost and the selling prices are determined accordingly. Should any further advances take place, it is a simple matter to keep retail values on a proper basis.

"Some day there will be a reaction—costs will be reduced—the dealer will have to absorb this shrinkage. Should it come gradually the dealer can regulate his stock according to market conditions, but for a heavy depreciation in value the question is, Can all the dealers stand the reaction?

"There need be no worry at the prospect of such an occurrence provided paint dealers have advanced their selling prices when values were increasing.

Caution Required

"All business, to succeed, must be conducted with caution. With advancing costs of paints and higher rates of living, the payroll has been increased. It will be seen that small profits, or improperly figured profits, will not carry the dealer through. Then when prices begin to decline, the payroll will not automatically decline, but will very likely remain at the high mark. This will be the first condition to meet in the reconstruction of business conditions. Retail and even wholesale prices cannot very well go back to their former prices because of radical changes in our domestic affairs which emphasize the necessity of applying scientific methods to every branch of the paint dealers' business.

Figuring Profit Important

This brings the dealer face to face with the necessity of knowing how to



A novel feature—a grandfather's clock—introduced into a paint window display by Rutherford & Kayser, Simcoe, Ont. The display was easily made and attracted a great deal of attention. The outline of the clock was made with paint cans. The weights of the clock are represented by paint cans suspended by cord. An attractive pendulum was made by using manufacturers advertising material.



Stop wishing for a
larger Paint Business
Sell—

Jamieson's Pure Prepared Paints

The Jamieson value has put new life in many a paint business because it gives a top-notch satisfaction to the consumer. Satisfy the consumer as to quality and price and he invariably becomes a steady customer. What the Jamieson line of paints has done for others it certainly will do for you. It will pay you to look into our agency proposition.

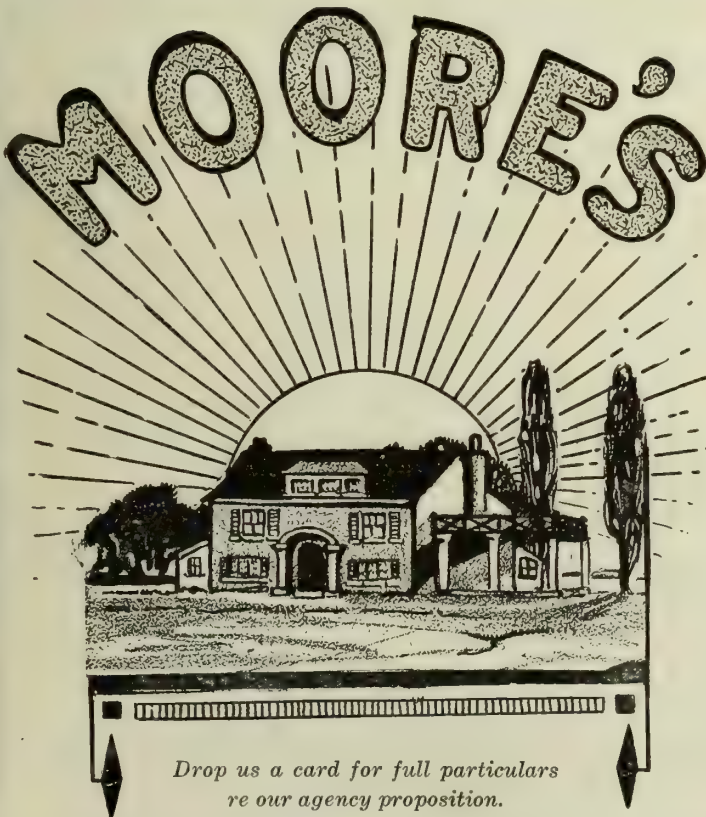
and you'll get it.

FULL DETAILS ON REQUEST.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

Owning and Operating P. D. DODS & CO., LIMITED

ESTABLISHED 1858



House Colors

A continuous and increasing stream of dollars flow into the paint department that supplies

Moore's House Colors

These ready-mixed paints are of a value that's much sought after by those who know. Both painter and consumer are given the utmost in satisfaction.

**BENJAMIN MOORE & CO.
Limited**

WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

figure his profits, especially when costs are frequently changing. Under these conditions he is very apt to estimate rather than figure his profits. The changing value of his stock affects the volume of insurance, so there is much figuring necessary and it all necessitates knowing exactly what the cost of doing business amounts to, and with this, with a reasonable amount of profit, must be added to the cost of every item to insure the safe conduct of a business. Preparedness in business means a correct knowledge of your business, and it will be found cheaper in the end to pay an expert accountant to do this rather than guess at it. Dealers have been known to feel so confident that their methods were right that they would not read or study up on the subject when they were actually losing money.

"The successful dealers to-day are the ones who know, and who figure correctly. If you are in doubt, take up the subject and ascertain the actual facts."

RETAILERS AND WHOLESALERS GET TOGETHER

(Continued from page 32.)

would soon have to close, as the time was gone, and several lines of merchandise had not been discussed. Mr. Pigott, sales manager for the J. H. Ashdown Hardware Co., rose and asked the delegates to think hard, between now and their meeting next year, how they were going to eliminate bad debts, pay their own debts, and look after interest charges. To put this country on a cash basis was a hard proposition; the jobber had put many of those present in a position where they could do it. He noticed men in the Merchants' Consolidated, and remembered when they were not in a position to buy except from the jobbers. They were now spending their money direct to the manufacturer, but what, he asked, about the man who must continue to rely on his wholesaler? They were giving him the go-by. There had been considerable said about fighting mail order houses, yet the country stores continued to show good profit. He had a man come to him recently who complained that he could not stand mail order competition any longer, and he was going to sell out. He asked him if he made up his balance sheet, and he replied that he had not. Mr. Pigott told him to go home and make it out. When he did, he showed a profit of \$4,500. He gave another example of slipshod methods of country merchants. A dealer came to him and asked him to collect notes for him. He promised to do it. He found that they were dated from 1910 to 1913. He had probably been keeping them in his safe all that while.

President Rannard remarked that it

was men like this who had stayed at home, and were afraid to leave their businesses to attend the convention.

\$100 IN PRIZES

The Canada Metal Co., Toronto, announces a contest in which \$100 in cash prizes will be awarded to the six persons sending in the best articles on "How I Sold Harris Heavy Pressure Bearing Metal." There will be a first prize of \$50 and five prizes of \$10 each. Each article must be descriptive of an actual sale. The contest closes September 30. There is no limit to the number of articles which each contestant will be allowed to submit.

PERSONAL.

J. Ballantyne, of the Hanbury Hardware Co., Brandon, Man., was a recent visitor in Winnipeg.

WEEKLY MARKET REPORTS

(Continued from page 41)

be covered by brass valves, steam whistles, oil cups, grease cups, etc.

A new discount on standard brass valves of 35 per cent. is now being quoted and represents about 7½ per cent. increase over previous prices. Other lines which have been affected are single steel pack chain, brass seam binding, brass safety chain and brass butts. New prices on different sizes of these lines is appended herewith:

Brass Butts Narrow.—1 in., 42c doz. prs.; 1½ in., 68c doz. prs.; 2 in., \$1.04 doz. prs.

Middle Butts.—1½ in., 78c doz. prs.; 2 in., \$1.20 doz. prs.; 2½ in., \$2.20 doz. prs.

Broad Butts.—1¼ in., 70c doz. prs.; 1½ in., 88c doz. prs.; 2 in., \$1.35 doz. prs.; 2½ in., \$2.60 doz. prs.

Brass Safety Chain.—2/0, \$1.45 doz. yards; 0, \$1.70 doz. yards; 1, \$2.10 doz. yards; 2, \$2.65 doz. yards.

Single Steel Jack Chain.—16, 24c doz. yds.; 14, 30c doz. yds.; 12, 36c doz. yds.; 10, 62c doz. yds.; 8, 76c doz. yds.

Brass Seam Binding.—No. 18, \$4.50 rolls.

Chain Higher.—Another advance in the price of log and coil chains of 50c per cwt. is being put through this week. Hoop iron has also advanced, and the new prices are: 1¼ in., \$5.75; 1½ in., \$5.25, and 2 in., \$5.25 per cwt. Screw hook and strap hinges are now being quoted at 7½c per lb.

Sash Cord Higher.—Another important advance which has been recorded is that applying to sash cord a further 2c per lb. being added to each size, making the prices to-day as follows:

No. 6, 39c per lb.; No. 7, 38c lb.; No. 8, 9, 10, 37c lb.

The latest prices issued on Disston hand saws show that this line has taken a further advance of about 5 per cent.

Business Brisk.—Business still continues very brisk and jobbers report that the outlook for the month continues to be very bright, and that the prospects for the end of the first six months of the year are very encouraging. Conditions for the next six months will, of course, depend very largely on crop conditions, but reports which we have gathered from various points in the country indicate that conditions at present are very promising.

WEEKLY PAINT MARKETS

(Continued from page 46)

lots 62c, and 5-gallon lots 70c per Imperial gallon.

White Lead.—The decline in the pig lead market has resulted in an easier tendency on white lead in oil, but has not been sufficient to affect prices. White lead in oil is quoted at \$13.95 per 100 lbs. in ton lots, with the usual advance for smaller lots.

Gasoline.—The investigation in the United States into the gasoline situation does not appear to have revealed anything of an important nature. Opinion varies considerably as to the possibility of higher prices which at one time were fully anticipated. It has been stated that production and consumption are fairly evenly balanced, on the other hand it has also been reported that production is about the same as last year but that the consumption is heavier. There is, however, little possibility of lower prices at present. Gasoline is quoted locally at 32c and benzine at 31½c per gallon.

Putty.—The market is quiet but prices continue very firm, due to the scarcity of whiting. The following prices are being quoted for standard putty in less than ton lots:

Per 100 lbs.

Bulk, in casks	\$2.80
Bulk, in 100-lb. drums	3.00
Bulk, in 25-lb. drums	3.10
Bladders, in barrels	3.40

Pure putty, 70c per 100 lbs. advance.

TRADE ENQUIRIES

Please quote the reference number when requesting addresses.

503. **Electrical Supplies.**—A well-known firm in Barbados would like to get in touch with Canadian exporters of electrical supplies.

506. **Bar Iron.** A Barbados engineering firm wishing to import bar and other iron asks to be put in communication with Canadian manufacturers.

508. **Hardware.**—A Demerara commission merchant asks for names of Canadian hardware manufacturers, with a view to securing an agency.

510. **Foodstuffs.**—A commission house in Demerara, at present with large American agencies, is open to represent Canadian manufacturers in foodstuffs.

512. **Hardware and Cordage.** A commission firm in Demerara, with good foreign connections, desires to represent Canadian manufacturers of hardware. They also invite correspondence from Canadian manufacturers of cordage, etc.



"We've got to save our concrete floors"

"Our cement floors are comparatively new and are the best we could lay down, but the surface is already sanding, water is getting spilled on them and they are soaking up oil. I tell you, gentlemen, we have got to save them."

R.I.W. CEMENT FILLER & CEMENT FLOOR PAINT
REMEMBER ITS WATERPROOF REG. U.S. PAT. OFF. PATENTED AS TO PORTLAND CEMENT FEB. 27, 1906

will keep cement floors wearproof, waterproof and oilproof. Scuffed off dust won't float in the air to ruin merchandise, get into bearings and cause electric motors to spark. Oil won't get in, never to be gotten rid of, to injure the concrete. R. I. W. Cement Filler and Cement Floor Paint fill up the sandy, porous surface and prevent all wear on the floor itself. Twelve standard shades. Let us mail you a special booklet. Address Dept. 56.

Manufactured in Canada by
R.I.W. DAMP-RESISTING PAINT CO.
TOCH BROTHERS

Grand St. and Carl. w Ave.
 TORONTO, ONTARIO, CANADA

Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter — circulars, counter stands, window displays, lantern slides, etc., which help materially.

WRITE FOR CATALOGUE AND PRICES.

Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition



THE right varnish to push is one with the best record for quality and uniformity.

Any varnish can be sold once, but a permanent and profitable varnish trade can only be established on brands with an earned reputation for dependability.

Berry Brothers' label has been favorably known for over 60 years. It has won the confidence of all discriminating varnish buyers who know that "if it's Berry's it's right."

This record is a valuable asset for the varnish dealer.

You can build up a bigger varnish business by making a leader of Berry Brothers' line.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
 Established 1858
 WALKERVILLE, ONTARIO

(341)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 22.—The continuance of wet weather is still a markedly unfavorable factor in the paint trade so far as applied to distribution through the retailer. This serious interference with consumption, coming in a season for which unusually heavy stocks had been bought under the influence of a rising market, has had the effect of reducing the volume of sorting business; orders are coming in fair number but it is noted that the specifications are curtailed. A dry warm spell would have a favorable effect, but it is to be feared that the rains have been so general during the spring that in many cases painting operations will be deferred.

While weather conditions have been interfering with the retail trade, it has been noted that there is a steady increase in the consumption in the manufacturing circles and also that the railroads are showing a disposition to make heavier purchases after a long period during which operations were largely suspended; railroad buying is expected to continue to increase in volume while earnings are making a good showing.

There is a further easy tendency in the oil situation and turpentine is also down slightly. Dry white lead is off another 25c per hundred and the outlook is that, with continued weakness in the pig market, there will be a decline in white lead in oil in the near future, probably before the end of the month. Despite the decline in the ingredients referred to, manufacturers state that there is no material weakness in the situation as regards mixed paints. The tendency to advance has been overcome by declines in oil and turpentine but chemicals and other supplies continue to advance; also the makers submit that they never took prices to the high level warranted.

Oil Still Lower.—The slight tendency towards strength in the linseed oil market, referred to in last report, was only temporary and the weak tone has been resumed with an attendant marking down of quotations. The situation at the same time has again become very unsettled. Quotations of 76 cents and 79 cents for raw and boiled respectively are about as low as generally quoted, but there are prices under this being given. At the same time as high as 79 cents and 82 cents for raw and boiled are still heard, but these prices will undoubtedly be marked down a couple of cents perhaps before this reaches the

reader. The situation locally appears to be about as follows:

	Raw	Boiled
1 to 2 barrels	76c-78c	79c-81c
3 to 5 barrels	75c-78c	78c-80c
6 to 9 barrels	74c-76c	77c-79c

Decline in Lead Likely.—The easiness in the lead situation, to which reference has been made in these reports for several weeks past, continues. The decline of 25 cents on dry white lead, which took place about a fortnight ago has been followed by another reduction of the same amount. This weakness, together with the easier tendency in the oil market, is now a greater influence than the relatively higher position of these ingredients at the time the last increase was adopted. Therefore, unless there should be a renewal of strength in the pig situation in the near future, there will be a decline in lead in oil. The amount of the reduction is mentioned as either 25 cents or 50 cents and the time before the end of the present month or early in the next. Present quotations is \$13.80 for tons with 30 cents added for smaller lots.

Turpentine Still Easy.—The situation in the turpentine market is not so unsettled as at last report, but the easier tendency continues, and there is a reduction from the top of the range which reduces the spread from 3 cents to 2 cents. Quotations follow:

1 barrel	64c-66c
2 to 4 barrels	63c-65c

Gasoline Steady.—The gasoline market is unchanged and continues steady at last quotations. The outlook is strengthening that the top of the movement has been reached and the indications from the American situation are that the future will see declines, although the time and extent thereof will be governed by the export demand and this in turn by the duration of the war. Quotations follow:

Gasoline in barrels	33c
Gasoline in drums	30c
Gasoline tank wagon	29½c
Benzine one half cent lower.	

The Varnish Situation.—The situation in the varnish market is very unsettled. Reference has been made from time to time in these reports to the fact that the market has been very strong—in fact advances have been generally contemplated and have been fully warranted by the cost of raw materials ever since the last adjustment of paint prices was made. Recently some manufacturers have announced that their quotations have been increased, but this does not

appear to be general, and there are indications that keen competition may have the effect of creating considerable range in prices.

Putty and Whiting.—Putty is very firm, the principal factor being the high price of whiting. The latter is not only advancing in cost of importation but there is considerable difficulty in getting supplies at any price. For this reason the situation is very unsettled and it is difficult to predict what the developments may be before there is a return to anything like normal conditions.

TORONTO

TORONTO, Ont., June 22.—The market is dull and demand continues light due to the unfavorable weather which is hindering outdoor work. Stocks of paint are not moving from the retailers' shelves in any volume, so the manufacturers are not getting the repeat orders as would usually be expected at this time of the year. Prices generally are being well maintained at the levels ruling last week. Varnishes are firm at the recent advance. White lead is unchanged notwithstanding the weakness in pig lead. The linseed oil situation is unchanged and the market is not showing signs of strength. Turpentine is also unchanged and the market dull.

Linseed Oil Weak.—The market is still weak and the situation unchanged. Lead is still low and shows little or no indication of any material improvement. Unseasonable weather continues to affect the market, and the demand is very light. The range of prices is practically the same as last week and is as follows:

	Raw	Boiled
1 to 2 barrels	75c-79c	78c-82c
3 to 5 barrels	74c-78c	77c-81c
6 to 9 barrels	72c-76c	75c-79c

Just as Hardware and Metal is going on the press, word has arrived that one large oil firm has reduced the price of linseed oil 5c per gallon below the lowest price quoted above, making raw linseed oil in single barrel lots 70c per gallon.

Turpentine Weak.—The price-cutting reported last week does not appear to have been eliminated. The demand locally for turpentine continues light and stocks on hand are only moderate. The market in the South is also quiet and stocks at Savannah have recently been considerably reduced on account of export shipments. The following prices are being quoted for turpentine in Toronto: 1-barrel lots 63c; 2 to 4-barrel

(Continued on page 44)

B.B. & B-H “Milestones”

A two-century run is an unusual record in any product, but Brandram's B.B. Genuine White Lead enjoys a supremacy record of nearly two centuries.

1729

This date saw the founding of the firm of Brandram Bros., the inventors of the Brandram Process of corroding White Lead,—a process that produces a Lead that has been the standard White Lead ever since.

1906

Is the date that the firm of Brandram-Henderson, Limited, purchased the Brandram Bros. formulae and exclusive rights to manufacture B.B. Genuine White Lead in Canada.

1909

Brandram-Henderson, Limited, decided to use B.B. Genuine White Lead in the manufacture of their B-H “ENGLISH” PAINT in 1909, and after practical tests and most careful research, arrived at an exact formula, guaranteed on every can under the President's signature.

1916

Shows a greater expansion of trade than ever in Brandram's B.B. Genuine White Lead and B-H “ENGLISH” PAINT, the two greatest paint products in Canada.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb. 65
Pattern, lb. 51
Sheets, \$1 to \$1.25 base.

AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26 1/2% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15 1/2% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26 1/2% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-24%; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2 1/2%; 22 short, black, 35-2 1/2%; 22 short smokeless, 40-10%; 22 long, black, 35-2 1/2%; 22 long smokeless, 35-2 1/2%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37 1/2%; 22 long, black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Cannon Smokeless, 12 1/2%; Empty Shells, 27 1/2%; 90 days net.

Shot standard, 100 lbs. Toronto \$14.50; Montreal, \$14.75; net extras, as follows, subject to cash discount only: Chilled \$1.50; buck and seal, 50c; No. 28 ball, \$1.90 per 100 lbs.; bags less than 25 lbs.; 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilman's Auger 60 and 5%. Gilman's Special, 70%. Blackford's Auger 50 and 10%. Gilman's car, 47 1/2%. Clark's expansive, 40%.

AUGERS, POST

B.T. Sim., net 2 50
B.T. -10 in. net 2 75
B.T. -12 in. net 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson, single bit, doz. 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boy's" Axes 5 75
Bench Axes, Samson No. 2, doz., net 9 60
No. 2, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 71 to 60c lb.

Thomas Robertson & Co., Ltd. — No. 1, 32c; No. 2, 23c; No. 3, 19c.
Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.
Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.
Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12 1/2c.

BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

BELLS (FARM)

C x 40 lb. 2 75
R x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE Montreal Toronto Single bbls., gal., 0 32 1/4 0 31 1/4
Drums, gal. 0 29 1/4 0 29 1/4

BOLTS AND NUTS

Carriage Bolts (\$1), list, 3/4 in. dia. and smaller, 40%.
Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, 3/4 in. dia. and smaller, 40%.

Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, 3/4 in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.

Skein Bolts, 45%.

Square Head Blank Bolts, 30%.

Bolt Ends, 30%.

Blow Bolts, 20%.

Elevator Bolts, 30%.

Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Steel Rods, per lb., 8c.

Steel Rods, 60 1/4%.

Wire Rods, 50%.

BORAX

Lump, Crystal Borax, lb., 0 07 3/4

BRASS

Per lb.

Swing shoots, 8 in. wide,

up to 20 gauge 0 60

Rods base 1/4 to 1 in. round 0 55

Tubing, seamless base 0 55

Tubing, iron pipe size, 1 in. base 0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80

3 sections, 5 ft., doz. 6 00

3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded....\$8 00

30-gal. Standard, riveted... 8 25

30-gal. extra heavy 11 50

BOARDS, BAKE Per doz.

No. 1-18 in x 24 in. 6 60

No. 2-18 in. x 28 in. 7 20

No. 3-20 in. x 30 in. 7 80

BOARDS (Ironing)

Size 12x60 ins., doz. 7 20

Size 11x60 ins., doz. 8 40

Folding, 14x58 ins., doz. 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00

Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.

Paper lined, 60%.

BOARDS (Wash) Tin Plate Zinc

Pony\$..... \$1 75

Crown 3 55

Dandy 3 75

Improved Globe 2 65

Standard Globe 2 75

Neptune 2 75

Original Globe 3 00

Newmarket King 4 25

Victor (Glass) 4 25

Jubilee 4 25

Diamond King (Glass) 4 50

Western King

(Enamel) 4 25

Beaver, brass 6 00

Wood, double faced... 1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz., 16 13

Weighted, 20 lbs., per doz., 18 50

Weighted, 25 lbs., per doz., 22 32

BUTTS

No. 804, 50, 12 1/2%; No. 840, 50,

5%; No. 800, 40%; No. 828, 45%;

No. 802, 50%; No. 808, 45%; No.

\$10 and \$14, 35%.

CANS

Milk factory cans, 15%.

Cream cans, 20%.

Railway cans, 20, 5%.

and delivery and creamery

cans, 20%.

Cream cans, 35%; with dome top,

15c extra. Retinned, 70 and

10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots 1 85

Portland, per bbl., carload

lots, f.o.b. Toronto, 1 50 1 50

White Brs., English, 2 00 2 05

"Lafarge" cement, in wood 3 40

Pine brick, Scotch,

per 1,000 23 00 28 00

Pine brick English 17 00 21 00

Pine brick, Am., low 23 00 25 00

Pine clay, 2 1/4 lb. fins, doz. 1 25

CEMENT (FURNACE)

14 lb. fins, per doz. 1 00

6 lb. fins, per doz. lb. 0 05

25 lb. fins, per doz., lb. 0 01

CEMENT ROOFING Per gal.

Roofing cement (in bbls.)... 0 20

Cement (in 5 and 10 gals.)... 0 22

Cement (in 2 gals.) 0 30

Cement (in 1 gal.) 0 35

CHALK

Carbenter, per gross, 0 65 0 80

Carbenters' lead pen-

cils, per gross 2 40 6 75

Cravens, per gross 0 20

Carbenter, white, gr., 0 65

Carbenter, blue, gr., 0 60

Carbenter, red, gr., 0 80

CHISELS

Cold chisels, 5x6 in., doz., 2 20

Bevel edge, 1 inch, doz., 2 50

Common cold, 1/2, \$1.25; 3/8,

\$1.65; 1/4, \$2.50; 1/8, \$2.75; 1, \$3.50.

Socket Chisels, 75% off list; if

B edge, add 90c doz.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., 1/4,

\$9.45; 5-16, \$9.10; 3/8, \$8.35; 7-16,

\$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8,

\$6.80; 3/4, \$6.70; 1, \$6.55; 1, \$6.40

Electric Weld Coil Chain—BB

2-16 in., \$11.45; 1/4 in., \$8.15; 5-16

in., \$6.65; 3/8 in., \$5.60; 7-16 in.,

\$5.60; 1/2 in., \$5.60 per 100 lbs.

Electric Weld Loading Chain,

1/4 in., \$13.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

CHURNS

List No. 0, \$9; No. 1, \$9; No. 2,

\$10; No. 3, \$11; No. 4, \$13; No.

5, \$16; f.o.b. Toronto, Hamilton,

Fergus, London and St. Mary's,

37 1/2%; f.o.b. Ottawa, Kingston,

and Montreal, 35%.

COPPER Montreal Toronto

Casting ingot, see weekly report

Bars, 1/4 to 2 in. 47 50 46 00

Plain sheets, 14 oz.,

14x28 in., 14x60 in. 46 00 45 00

Copper sheet, tinned,

14x60, 14 oz. 55 00 54 00

Copper sheet, plan-

ished, 14x60 base .58 00 57 00

Braziers' in sheets,

6x4 base 47 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest,

35c; tough, 45c.

CORD (SASH)

No. 6, lb. 0 35

No. 7, lb. 0 34

No. 8, No. 9, No. 10, No. 12 0 33 1/2

COAL TAR

Crude coal tar, per bbl.\$4 50

Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., \$4;

Ideal, egg boxes, with filler, 12

doz. size, per doz., \$4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 50

All bright, 52 sheets 6 30

Galvanized

Apollo Crown Gorbals

18x24x52 .. 6 25 6 25 6 50

60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00

20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 14x20 base\$ 8 00

IX, 14x20 base 9 00

IXX, 14x20 base 10 25

IXXX, 14x20 base 10 25

MADE IN CANADA


3 SPECIALS GUARANTEED
 TO GIVE EXCELLENT SERVICE

**IMPERIAL
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS
HEAVY
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

RAMSAY'S PAINT

The
Test of Time

Canada's climatic conditions demand a paint that will last. We've been making it for nearly three-quarters of a century.

Sell your customers a paint with a name behind it. A name that stands for everlasting paint—Ramsay's.

A. Ramsay & Son Co.

MONTREAL

Established 1842

Toronto

Vancouver



If interested, tear out this page and keep with letters to be answered.

**"DOMINION CROWN BEST"—
DOUBLE-COATED TISSUE.**

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

Great Western, American	65	10
Kearney & Foot, Arcade	65	10
J. Barton Smith Eagle	65	10
Disston Brand	60	10
McClellan Globe	65	10
Black Diamond	55	55
Delta Files	60	10
Nicholson	55	55
Globe	65	10
Vulcan Brand	65	10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL.

Hollow and pressed steel	0 80
Solid	1 20
Special Stall Fixture, 40%	

FRAMED MIRRORS.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE.

Barrels	0 33
Drums	0 30
Tank wagon	0 29½

Any quantity, in bbls. 32
Drums, 40-gal., per gal. 29
Tank wagon 28½

GRINDSTONES.

Over 40 lbs. and 2 in. thick	1 45
Smaller sizes extra.	

HALTERS (SNAP AND RING)

Russet rope shank, 1 in.	7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., \$1.25 doz.; ¼ in., \$1.50 doz.; ¾ in., \$2.1.	
--	--

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10

Napping, up to 2 lbs.	0 13½
-----------------------	-------

HANDLES (WOOD)

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 14

Axe, 2nd growth, doz.	3 00
-----------------------	------

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hooks and peavies, 25%.

Maple cant hooks and peavies, 35%.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith	9 00
Atlas, steel covered	5 25
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00

New Milo, flexible

dozen	6 50
-------	------

Steel King Hangers,

doz. sets	6 40
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Storm King and safety

hangers, doz.	6 50
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Storm King rail

doz.	4 70
------	------

Crown

doz.	4 85
------	------

Crescent

doz.	7 25
------	------

Sovereign

doz.	6 50
------	------

Chicago Friction, Oscillating

and Big Twin Hangers, 5 per cent.	
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Steel track, 1 x 3-16 in.

(100 ft.)	\$3 25
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Steel track, 1¼ in.

	5¼c ft.
--	---------

HATCHETS.

Samson	Samson
--------	--------

Per doz. Shingle Claw

No. 1	7 20
-------	------

No. 2	8 50
-------	------

HINGES, TEE AND STRAP**Net Prices.**

Heavy	Strap	Tee
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4-inch	\$1 48	\$1 24
--------	--------	--------

5-inch	1 79	1 55
--------	------	------

6-inch	1 94	1 75
--------	------	------

8-inch	2 64	1 98
--------	------	------

10-inch	4 65	3 57
---------	------	------

12-inch	5 78	5 63
---------	------	------

14-inch	6 59	5 74
---------	------	------

Net price figured at, 22½%.**Light.**

3 in., doz. prs.	0 43	0 43
------------------	------	------

4 in., doz. prs.	0 51	0 47
------------------	------	------

5 in., doz. prs.	0 60	0 55
------------------	------	------

6 in., doz. prs.	0 72	0 64
------------------	------	------

8 in., doz. prs.	1 06	0 76
------------------	------	------

10 in., doz. prs.	1 49	1 02
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12 in., doz. prs.	2 55	1 91
-------------------	------	------

14 in., doz. prs.	2 34	
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Heavy tee and strap discount,

22½%.

Light tee and strap discount,

57½ per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
----------------------------	------

Over 14 in., per 100 lbs.	4 90
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Larger	4 60
--------	------

Extra hooks for above, %

in., per lb.	7
--------------	---

Extra hooks for above, %

in., per lb.	6½
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Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps

55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.00;

No. 10, \$19.50; No. 20, \$10; No.

50, \$27; No. 51, \$10.20; No. 120,

\$18.60; No. 2255, \$21.

Chicago hold back screen door

iron, gross, 12 per cent.

Chicago spring hinges, 15 per

cent.

Triplex spring hinges, 40 per

cent.

Chicago surface door (6,000),

45 per cent.

Garden City fire house hinges,

12½ per cent.

"Chief" floor hinge, 50 per cent.**HOES.**

Grub, 3½-lb., \$4.55 doz.	
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HOOKS, CORN.

Cyclone, doz.	2 40
---------------	------

Hoes, corn, doz.	5 40
------------------	------

HOOKS, GRASS

Canadian	English
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No. 2, per doz.	2 15
-----------------	------

No. 3, per doz.	2 25
-----------------	------

No. 4, per doz.	2 35
-----------------	------

No. 5, per doz.	2 55
-----------------	------

HORSESHOES

Iron shoes, light, medium and

heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show

pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L."

steel shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special

countersunk steel, all sizes, 0-4,

\$6.75; toe weight steel shoes, all

sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.40; "Sharp"

No. 2 and larger, \$1.60; "Sharp"

No. 1 and smaller, \$1.75 Put up

in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
------------------------	------

Corrugated, ¾ in., ft.	0 14½
------------------------	-------

Less 5 per cent. for full reels,

500 ft.

Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

Montreal	Toronto
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Angles	base 3 50	3 50
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Common bar, per		
-----------------	--	--

100 lbs.	3 00	3 00
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Refined iron, per		
-------------------	--	--

100 lbs.	3 05	3 25
----------	------	------

Horseshoe iron, per		
---------------------	--	--

100 lbs.	3 45	3 00
----------	------	------

Norway iron	7 25	6 00
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Mild steel	3 30	3 25
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Band steel	3 30	3 50
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Sleigh shoe steel	3 30	3 25
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Domestic	3 30	3 25
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Reeled machinery		
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steel	4 50	4 50
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Tire steel	3 50	3 50
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Toe calk steel	4 20	4 25
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Mining tool steel,		
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per lb.	0 11½	0 10
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Cammell Laird, lb.	0 18	
--------------------	------	--

Sheet, cast steel, lb.	0 20	0 20
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Black Diamond tool		
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steel, per lb.	0 12	0 11
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Silver tool steel, lb.	0 17½	0 18½
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Spring steel	4 60	4 50
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COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
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% to 11-16	0 05½
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¾ to 1 7-16	0 05½
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2 to 3	0 05
--------	------

List, plus 50 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case	
----------------------------	--

lots	14 25
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72x30, 26 gauge, case lots.	14 75
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Less than case, 25c per 100 lbs.

extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished,	
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per set	0 85
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Mrs. Potts, No. 50, nickel-	
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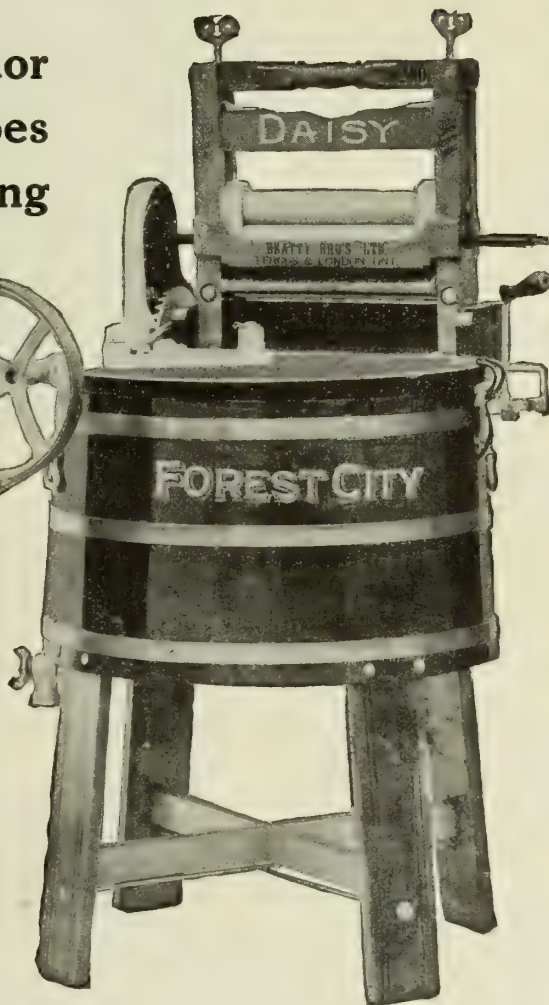
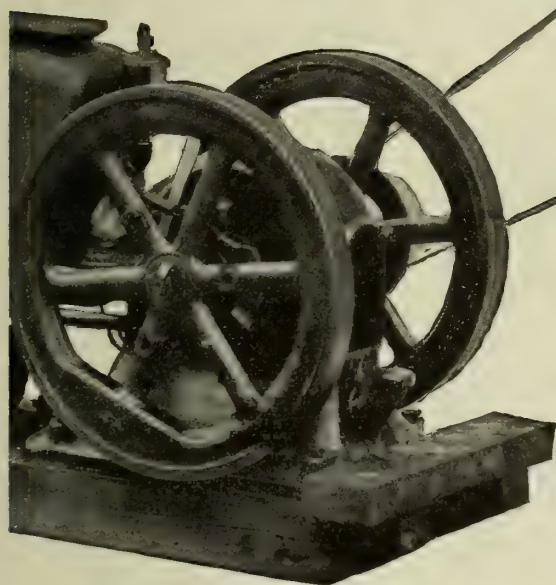
plated, per set	0 90
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Mrs. Potts, handles, japan-	
-----------------------------	--

ned, per gross	8 40
----------------	------

A SIMPLE, INEXPENSIVE POWER WASHER

BT Forest City with Motor
or for Gasoline Engine, does
both Washing and Wringing



Control the whole machine with one handle, make it wash or wring, wring either direction, stop or start.

Washer stops working when you open the lid, but wringer keeps on running.

There are few working parts, and no gears exposed. The machine is compact, neat and strong.

Galvanized drain board is provided which folds up and slips into the tub. There is a faucet beneath the tub which makes it unnecessary to tip the tub to drain it.

Hand attachment is supplied with each washer and you can use this to wash by hand power and wring, in case anything should go wrong with engine or motor.

It looks like a hand washer and costs not a great deal more. Order one or write for prices and literature.

Beatty Bros., Limited. Head Office: Fergus, Ontario

St. John, N. B. — Montreal, Que. — Winnipeg, Man. — Edmonton, Alta.

BT Pumps, Churns, Washing Machines, Ladders, Hay Carrier Goods,
Steel Tanks, Pipe, Wringers, Barn Door Track, Barn Equipment.

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails.
Toronto, \$3.70 base; Montreal,
\$3.75 base; London, \$3.70 base;
Collingwood and Owen Sound,
\$3.75 base.

Cut nails — Montreal, \$3.40;
Toronto, \$3.40; London, \$3.40.
Miscellaneous wire nails, 65 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3.90, Montreal base.
Galvanized roofing nails, \$10.15.

NAILS (HORSE)

M. R. M. cold forged process
Prices per
25-lb. box

Size	Length	Prices per 25-lb. box
No. 3, 1 1/2-inch	\$4 10
No. 4, 1 3/4-inch	3 80
No. 5, 1 1/2-16	3 25
No. 6, 2 1/4	3 00
No. 7, 2 5/16	2 85
No. 8, 2 1/2	2 75
No. 9, 2 11/16	2 65
No. 10, 2 3/4	2 55
No. 11, 3 1/16	2 45
No. 12, 3 3/4	2 48
London, Hamilton, Montreal, Toronto.		

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in.
and 2 in. mesh only. Other prices
withdrawn.

Montreal, 20%; Toronto and
London, 25%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73
Put up in 10, 20 and 30-rod rolls	

	Per 100 lbs.
OAKUM	
Best (American)	17 25
U.S. Navy (American)	16 50
New hemp (English)	12 50
U.S. Navy (English)	12 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

OLD MATERIALS

Tea lead, pack, 5 1/2 lb.
Tea lead, chest, 5 1/2 lb.
Lead, heavy, pipe, etc., \$5.50.
Brass, heavy, 1 1/2 lb.
Brass, light, 1 1/2 lb.
Zinc, heavy, 1 1/2 lb.
Copper, heavy, 20 1/2 lb.
Old cast iron, \$14.75 per ton.
Wrought iron, No. 1, \$18.75 ton.
Wrought iron, No. 2, \$10.50 ton.
Stove plate, \$10.50 per ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13 1/2c lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 7c to 8c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 1/2c;
bicycle tires, 2 1/2c.

PACKING

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 80
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 68
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 25
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 100 sq. ft. roll	1 05

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth,
25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls,
25%; "Garnet," add 37 1/2%.

PICKS (CLAY)

	Rock	Clay
5 to 6-lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% dis-
count.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect April 26, 1916.

	Per 100 feet
Buttweld	
Black	
Galv.	
1/8 in.	\$ 3 00 \$ 4 50
1/4 and 3/8 in.	3 06 5 43
1/2 in.	3 91 6 08
3/4 in.	4 72 7 65
1 in.	6 97 11 31
1 1/4 in.	9 43 15 20
1 1/2 in.	11 28 18 29
2 in.	15 17 24 61
2 1/2 in.	23 99 38 90
3 in.	31 37 50 87
3 1/2 in.	37 72 61 18
4 in.	44 69 72 49

Lapweld

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in.	122 50	188 75
8 in. x 25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 22 lbs. per ft.	156 80	241 06
10 in. x 40 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and
Maritime Provinces.

PIPE (LEAD)

Lead pipe, \$14 net.
Lead waste pipe, \$15 net.
Traps and bends, 5% off.

PIPE (SOIL)

Medium and extra heavy pipe
up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30
Discount 45 and 2%.	

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London	2 25
-------------------------	------

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37 1/2 to 40
per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	4 00	4 00
Heads, per 100 lbs.	4 25	4 25
Tank plates, 3-16 in.	4 75	4 75

PLUGS (METAL)

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	\$ 3 30
B.T. Pump, No. 2, net	4 00
B.T. Pump, No. 3, net	6 00
B.T. Pump, No. 4, net	7 50
B.T. Pump, No. 5, net	8 00
B.T. Pump, No. 6, net	9 00
B.T. Pump, No. 7, net	13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned,
37 1/2%.

Iron burrs, 37 1/2%.

Copper rivets, usual proportion
of burrs, add 30 p.c.; burrs, add
50 p.c.

Extras on Copper Rivets, 1/2-
lb. packages, 1c per lb.; 3/4-lb.
pkgs., 2c lb.

Coppered Rivets, net extras,
2 1/2c per lb.

ROOFING

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Carpet felt	3 75
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Asphalt roofing, 1 ply	1 35
Asphalt roofing, 2 ply	1 65
Asphalt roofing, 3 ply	1 95
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Liquid roofing cement, per	
gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06 1/4
Roofing Pitch, 85c per 100 lbs.	
F.o.b. Toronto, London, Mont- real.	

ROPE

	lb.
Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	18
Sisal basis	13 1/2
Single lath yarn basis	13 1/2
Double lath yarn	14
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis
prices (5% and larger), and are
subject to usual advances for
small sizes.

Cotton rope, 3-16 in.	0 27
1/4 in. and larger	0 26

Sisal Clothes Line.

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 62
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 59
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Domination Plates Scales	40 p.c.

Net prices on Champion scales
are as follows:

Champion, 4-lb., \$3, plus 20c
for stamping. Champion 10-lb.,
\$4.50 plus 40c for stamping.
Champion 240-lb., \$6.60 plus 50c
for stamping. Champion 600-lb.,
\$16.80 plus \$1 for stamping.
Champion 1200-lb., \$19.80, plus \$1
for stamping. Champion 2000-lb.,
\$26.40, plus \$1 for stamping.
Champion 2000-lb. with drop
lever, \$31.20, plus \$1 for stamp-
ing.

SCRAPERS

	Doz
Medium	\$2 15
Heavy	3 60

SCRAPERS (Road, Drag)

No. 1, 2 runners, \$9.20, \$9.
No. 1, 2, 3 runners, \$8.50, \$8.25,
\$7.50.

SCREWS (MACHINE)

Flat head, iron, 27 1/2%; flat and
round head, brass, net; Fillis-
ter head, iron, 10%; Fillister
and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws, 60%.	

SHEETS (BLACK)

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 65	4 35
16 gauge	4 60	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	2 90
28 gauge	4 10	4 00

Re Gauges of Sheets.

On account of it being prac-
tically impossible to secure gal-
vanized sheets from England,
owing to the war, American mills
have decided that they will no
longer roll the English gauges to
meet this competition. However,
they will continue to roll at 10 1/2
oz., which will be known as such
or a 30 gauge, and will take the
place of the former English 28
gauge.

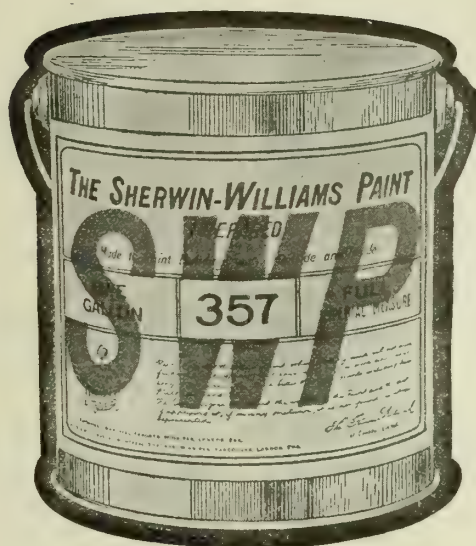
SHEETS, CORRUGATED

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2
per cent. discount to dealers.

Galvanized

	Queen's	Fleur-	Gorbals
	Head	de-Lis	best
16			6 50
16-20	6 90	6 65	
18-20			6 90
22			7 00
22-24	7 00	6 80	
24			7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50



S.W.P.

Will increase your business and insure your profits.

It is the paint that is **BEST KNOWN** the world over and has the strongest representation in Canada.

SWP agents are

SUCCESSFUL BUSINESS MEN.

Are you handling the Paints, Varnishes and Sundry Lines that are backed by this



Increase your Paint Business, your Hardware Business, and the profits will take care of themselves and you.

If you are not an SWP Agent — write us now for information about our **NEW, LIVE, CO-OPERATIVE PLANS** which we are using to help our Agents in their business.

THE SHERWIN-WILLIAMS Co.

of Canada, Limited

Montreal Toronto Winnipeg Calgary Halifax

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN	
Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75
SHOVELS AND SPADES	
1st 2nd 4th	
Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.	
Socket scoops, 1st, 40%; 4th, 35%.	
Rivet scoops, 37½%.	
Drain spades, 40, 12½%.	
Hollow backs and sand, 1st, 40, 12½%, and 4th, 30%.	
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.	
SHINGLES Per square	
Standard galvanized	\$5 75
Shipping weight, 90 lbs.	
Standard painted	4 15
Shipping weight, 80 lbs.	
Discount 7½%.	
SINKS.	
Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.	
SNAPS Harness, 25 per cent.	
SOLDER Montreal Toronto	
See weekly report.	
SOLDERING COPPERS.	
Base, per lb., 52 cents.	
SOLDER, BAR	
Guaranteed	0 21
Strictly	0 29
Commercial	0 26½
SOLDER, WIPING	
Star extra	0 28½
Easy	0 26½
Acme	0 25½
SPELTER. See weekly report.	
SPOUTS	
Warner Malleable Winged Shank, per 1,000	\$18 00
STAPLES Per cwt.	
Montreal, Toronto and London	
Fence staples, galv., in kegs 4 95	
Fence staples, galv., 25 lb. boxes	5 20
Fence staples, bright, in kegs	4 15
Fence staples, bright, in 25-lb. boxes	4 35
Poultry netting staples, 100 lb. kegs	12 00
Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.	
STRETCHERS (CURTAIN)	
No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25
SWEETERS, CARPET Bissell's	
Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bearing	32 00
Parlor	35 00
SWINGS	
Baby, 2-passenger, each ...	\$2 75
Ontario, 2-passenger, each ...	3 75
Ontario, 4-passenger, each ...	4 50
Stratford, 4-passenger, each	6 00
Boys' Gliding Seats with awning, each	13 50
Without awning, each	9 00
TACKS	
Strawberry box tacks, bulk; cheese box tacks, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, bulk; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, bulk, in dozens; cut tacks, ¼ cut tacks, bulk and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, bulk and tinned, bulk; Swedes gimp, bulk, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.	
Discount, 75 and 10%.	
NAILS	
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, bulk; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).	
Discount, 75 and 10%.	

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozens; only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lutkins

Ass skin, No. 713, 50 ft., doz. 2 15
Ass skin, No. 714, 66 ft., doz. 3 50
Linen, No. 404, 66 ft., each. 1 25
Metallic, No. 603, 50 ft., ea. 1 60
Challenge steel, No. 263, 50 ft., each

Reliable Jr., No. 103, 50 ft. 3 25
TIES (METAL)
Galv., wall ties, per 1,000..\$5 00
Painted wall ties, per 1,000.. 5 00
TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70-10%.

TIN See weekly report.**TINNERS' TRIMMINGS**

Discount, 27½%.
Plain, 66 2-3%.

Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square head and half round

Size in girth Per 100 feet

8 in. \$ 6 90

10 in. 7 70

12 in. 9 10

15 in. 12 50

18 in. 16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail

B.T. Double Angle

B.T. Double Tee

Discount off above, 45%.

TRESTLES

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.

650 ft., per lb. 0 13

600 ft., per lb. 0 12

500 ft., per lb. 0 10½

500 ft., per lb. 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.

5-ply and up

4-ply

3-ply

TUBES

Boiler Tubes, Lapwelded.

100 ft., 2 in. 14 00

100 ft., 2½ in. 16 00

100 ft., 3 in. 18 00

100 ft., 3½ in. 21 00

100 ft., 4 in. 25 00

100 ft., 4 in. 31 00

TUBS

Samson Galvanized

No. 1, doz., net

No. 2, doz., net

No. 3, doz., net

Hercules

No. 4

No. 5

No. 6

Common Galvanized

No. 0, doz. 8 33

No. 1, doz. 11 16

No. 2, doz. 12 15

No. 3, doz. 13 86

Per nest

Nests of 3—0, 1 and 2

Nests of 3—1, 2 and 3

Nests of 4—0, 1, 2, and 3

WOOD TUBS

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

Less 15 p.c. Ont., \$20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

WARE, JAPANNED

Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED

White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

WARE, TIN, PIECED

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

WARE, STAMPED. Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

WASHERS, IRON.

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

WEIGHTS. Horse, 5c lb.**WHEELBARROWS.**

Navy, steel wheel, doz. 31 25

Gardner, steel wheel, doz. 43 20

Light garden, each

Heavy garden, L-side, each. 3 75

Heavy farm, solid side, ea. 3 75

WHIFFLETREES

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins., per

doz. 8 75

Tubular steel, 36 ins., per

doz. 9 75

Tubular steel neckyokes, 26

inches, per doz. 12 00

Tubular steel doubletrees, 26

inches, per doz. 12 50

Tubular steel lumberman's,

44 inches, per doz. 13 00

WIRE. Copper wire, 10%.

Brass wire, 3 to 24 gauge, add

33 1-3%; 25 to 36 gauge, add

20%.

WIRE, CUT HAY BALING.

No. 9, \$3.75; No. 10, \$3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13½, \$4.10; No. 14, \$4.25; No. 15,

\$4.50. Plus 7½%.

F.o.b. Toronto, Hamilton and

Montreal.

WIRE CLOTH (Galvanized)

4 mesh

6 mesh

WIRE, STOVE PIPE.

No. 18, \$5.15; No. 19, \$5.40.

F.o.b. Toronto, Hamilton, Mont-

real, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, \$4.30; No. 19,

\$3.75.

No. 17, 7-strand, \$5.55; No. 18,

6-strand, \$4; No. 19, 6-strand,

\$3.25, in 50 and 100-ft. coils; No.

18, 6-strand, \$3.95 in 1,000 feet

coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL.

Discounts 15 per cent. List of

extras. In 100-lb. lots; No. 17,

\$5; No. 18, \$5.50; No. 19, \$6; No.

20, \$6.65; No. 21, \$7; No. 22,

\$7.30; No. 22, \$7.65; No. 24, \$8;

No. 25, \$9; No. 26, \$9.50; No. 27,

\$10; No. 28, \$11; No. 29, \$12; No.

30, \$13; No. 31, \$14; No. 32, \$15;

No. 33, \$16; No. 34, \$17. Extra

net. Tinned wire, Nos. 17-25, \$3;

Nos. 26-31, \$5; Nos. 32-34, \$6;

Coppered, 75c; oiling, 10c; in 25-

lb. bundles, 15c; in 5 and 10-lb.

bundles, 25c; in 1-lb. hanks, 25c;

in ¼-lb. hanks, 25c; in ¼-lb.

hanks,

MUNRO'S DRY COLORS

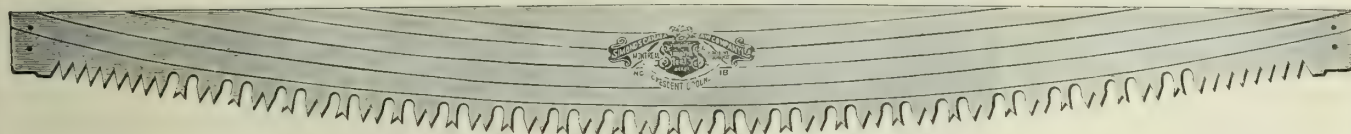
MADE IN CANADA

REDS, GREENS, YELLOWS,
BLUES, PARIS GREEN

The Allan Munro
Color Co., Limited

MONTREAL

Quality Unsurpassed



Certainly!! You can have better satisfied customers and make as much if not more profit when you sell

SIMONDS CRESCENT
GROUND **Cross-cut Saws**

These saws may be ordered from any responsible wholesaler or you can write direct to us at the factory regarding prices, discounts, and deliveries.

Simonds Canada Saw Company, Limited

Vancouver, B. C.

St. Remi Street and Acorn Ave.,
MONTREAL, QUE.

St. John, N. B.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

BEESEWAX

Small quantities, per lb... 0 50
Larger quantities, per lb... 0 45

BLUE STONE

Per lb. Montreal Toronto
0.14 0.24

BRONZING LIQUID

Bronzing liquid, No. 1... \$1 30
Banana oil, gal... 3 75

BRUSHES

Weighted, 15 lbs., doz... \$16 13
Weighted, 20 lbs., doz... 18 50

COATING

Cement Coating... \$2 55 2 40

COLORS (DRY)

Per lb.
Raw Umber, 100 lb. keg... 5-9c
Burnt Umber, 100 lb. keg... 5-9c
Raw Sienna, 100 lb. keg... 5-9c
Burnt Sienna, 100 lb. keg... 5-9c
Imp. green, 100 lb. keg... 0 22
Chrome green, pure... 0 35
Chrome yellow... 0 31
Brunswick green, 100 lb. k... 0 12
Indian red, 100 lb. keg... 0 12
Indian red, No. 1, 100 lb. k... 0 04
Venetian red, best bright... 0 04
Venetian red, No. 1... 0 02
Drop black, pure dry... 0 25
Golden ochre, 100 lb. keg... 0 06
White ochre, 100 lb. keg... 0 06
White ochre, barrels... 0 02½
Yellow ochre, barrels... 0 02
Spruce ochre, 100 lb. keg... 0 03
Canadian red oxide, bbls... 0 01½
Super magnetic red... 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure... 0 13
Indian red... 0 17
Chrome yellow, pure... 30-35
Golden ochre, pure... 0 16
French spruce ochre, pure... 0 15
Chrome green, pure... 0 15
French permanent green, pure... 0 20
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons... 0 07
Lampblack... 0 20

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins
Alba-Gloss enamel... 4 50
Anchor Floorlustr... 2 10
O.P.W. Sunshine White... 4 10
Old Dutch Enamel... 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel... 3 10
Moaramel... 4 35

FILLER

Luxeberry Enamel... \$5 00
Screen Enamel, BB... 1 65

FORMALDEHYDE

Demi-Johns, 50 lbs... 0 15½
\$1.10 for demi-John extra.

GLUE

Per lb.
French radical... 0 20
English common sheet... 0 25
English prima... 0 25
White pigfoot... 0 23¾
Perfection amber, ground, No. 1230... 0 20
Cake, bone, 112-lb. bags... 0 12
Hide, 112 lb. bags... 0 35
Gelatin, 112 lb. bags... 0 45
Ground glues, 112 lb. bags—
No. 1... 0 20
Extra... 0 18
Dreadnought, lb... 0 14½

GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25		\$7 80	\$11 90
26 to 34	8 15	12 85	
35 to 40	8 50	13 60	
41 to 50	11 75	15 50	
51 to 60	12 25	15 85	
61 to 70	13 10	16 80	
71 to 80	14 75	18 35	
81 to 84	22 75		
85 to 90	24 35		
91 to 94	25 00		
95 to 100	29 00		
101 to 105	32 00		

106 to 110 37 00
Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS

Country Base Price
United
Inches Star Diamond
Up to 25 \$ 7 80 \$11 90
26 to 34 8 15 12 85
35 to 40 8 50 13 60
41 to 50 11 75 15 50
51 to 60 12 25 15 85
61 to 70 13 10 16 80
71 to 80 14 75 18 35
81 to 85 22 75
86 to 90 24 35
91 to 95 25 00
96 to 101 29 00
101 to 105 32 00
106 to 110 37 00
Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list, delivered.
F.o.b. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots

Montreal Toronto
"Anchor Pure" \$13 80 \$13 95
O.P.W. Decorators' Pure 13 80 13 95
Crown and Anchor 13 80 13 95
Crown Diamond Pure 13 80 13 95
Elephant Genuine 14 10 14 25
Green Seal 13 80 13 95
Moore's Pure White Lead 12 80 13 95
O.P.W. Decorators' Pure 13 80 13 95
O.P.W. English 14 05 14 20
Painters' Perfect 13 35 13 50
Ramsay's Pure Lead 13 80 13 95
Tiger Pure 13 80 13 95
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15.50 Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt... 13 50 13 50
Genuine, 100-pound kegs, per cwt... 13 87½ 13 87½
Less quantity 0 13

LEAD, ARSENATE OF
Per 100 lbs. Dry Paste
1-lb. bottles \$35 00 \$21 00
2-lb. bottles 18 00
5-lb. bottles 31 00 14 00
10 lb. bottles 29 00
25-lb. irons 25 50 13 00
50-lb. irons 12 50
100-lb. irons 24 00 11 75
200-lb. irons 11 60
Barrels 11 00
F.o.b. Toronto, Montreal and Hamilton.

MURESCO
Tints in 5 lb. packages, per 100 lbs... \$5.40

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white 2 65
"English," ordinary colors, 2 50
Benjamin Moore's "Egyptian" Brand 1 80
Canada Paint Co.'s Pure 2 65
Crown Diamond 2 35
Crown Diamond, floor 2 00
Elephant 2 35
Frescotone, white 2 50
Frescotone, colors 2 40
High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and Anchor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 55

Minerva, ordinary colors 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Lowes Bros. Hard Drying Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephen's Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun- C.P. Ber- ro's Co. gers

600-lb. bbls. 38% 38% 39½

250-lb. kegs. 29 39 39%

100-lb. drums. 40 40 40%

50-lb. drums. 40 40 40%

25-lb. drums. 40¼ 40¼ 41

1-lb. 100s 42¼ 42¼ 43

¼-lb. 100s 44% 44% 45

1-lb. 100s 43¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER
Per bbl. \$2.25-\$2.50

PRIMER
Luxeberry Primer 2 25

PASTE WOOD FILLER
Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

PUTTY
Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

SHELLAC
Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)
Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE
See weekly report for prices.

SLATING
Gal.
Liquid Slating, B.B. \$ 3 00

STAINS
Gal.
Oil and Split, Berry Bros. \$2 73
Water Stains, Berry Bros. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 98
Sun Varnish Stains 2 20

VARNISHES
Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Depend on Light Hard Oil Finish 1 70
Dul gloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing liquid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Exello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil ... 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxeberry light 2 60

Luxeberry spar 4 10

Luxeberry exterior 4 50

Marble-ite 2 30

Mar-Not 2 70

Martin-Senour finest inter'r. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 20

Pure Orange Shellac 2 05

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

WATER PAINTS

Opalite, 300 lb. bbls 0 12

Opalite, 100 lb. kegs 0 12½

1 gal. package, per pkg. 0 65

½ gal. package, per pkg. 0 35

Coralite, 5-lb. pkgs. 0 04½

WASTE (POLISHING)
Cream 0 17

WASTE, WHITE WIPING

XXX Extra 0 16

X Grand 0 15

XLGR 0 14

X Empire 0 13

X Press 0 12

WASTE, COLORED WIPING

Fancy 0 11¼

Lion 0 10¼

Standard 0 09¼

Popular 0 08¼

Keen 0 07¼

WASTE, WOOL PACKING

Arrow Prices on application

Anchor Prices on application

WIPERS, WASHED COTTON

Select White Prices on application

Dark Colored Prices on application

Mixed Colored Prices on application

This line subject to trade discount for quantity.

WAX
Per lb.
C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 35
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 44
Johnsons 0 44
Gold Medal 0 30

WHITING
Paris white 1 75
Plain, in bbls. 1 50
Gilders, bolted, in bbls. 1 60
Per 100 lbs.

WOOL ALCOHOL
Per gal.
In gallons 1 25
Barrels 0 87
\$4 extra for barrels.

THIS Sign of Quality

prominently displayed in your
store will bring you

More and Better Business

The Dougall Varnish Co., Limited
Montreal

MADE IN CANADA

DOUGALL

VARNISH

The
**Varnish That
Lasts Longest**

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$13.00;
chilled, \$14.50; duckshot, \$13.80;
ball, \$14.20.

ANVILS

Peter Wright, 80 lbs. and up,
14½¢ per lb.; clip horn, 14¢.
Norris, 41 to 56 lbs., 12½¢; 57
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;
84 lbs. and over, 9½¢.

AXES

H. B., 1 lb., \$6.75 per doz.; 1½
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,
\$8; 3 lbs., \$8.25; 3½ lb. and 4
lbs., \$8.50; H. B. Handled Axes,
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½
lb. and 4 lb., \$10.50; Black Prince
Axes, unhandled, \$8.50; Black
Prince axes, handled, \$10.75;
Bench axes, 35 p.c.; broad axes,
5 to 7½ lbs., \$28 per doz.; 7½ to
9 lb., \$20.80.

BARNS, CROW. \$5 per 100 lbs.

BAR IRON

Bar iron, \$3.35; Swedish iron,
\$5; sleigh shoe, steel, \$3.50;
spring steel, \$4; machinery
steel, \$4.50; tool steel, Black
Diamond, 100 lbs., \$10.25; Brit-
tain Brand Tool Steel, \$8.50.

BELTING

Rubber, 66 and 10 p.c. off list.
Leather
Agricultural leather belting,
66-23 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.20 per lb.;
cut, \$1.35 per lb.; rawhide, sides,
\$1.15; cut, \$1.50.

BOLTS

Carriage, ¾ and smaller,
35 p.c.; 7-16 and larger, 20 p.c.;
machine, ¾ and under, 35 p.c.;
7-16 and over, 25 p.c.; machine
set screws, 55 p.c.; plough bolts,
25 p.c.; nuts, small lots, 1c
advance over list; case lots, net
list; stove bolts, 60 p.c.; shaft
bolts, 20 p.c.; tire bolts, 35 p.c.;
sleigh shoe bolts to ¾, 25 p.c.;
7-16 and up, 20 p.c.

BORAX Borax, per lb., 9c.

BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-
cording to quality; plain, 50 to
55c.

CHAIN

Coil, 3-16 in., \$10; ¼, \$7.25;
5-16, \$5.55; ¾, \$5; 7-16, \$4.75; 1½,
\$4.50; 9-16, \$4.50; ¾, \$4.10; ¾,
\$4.25; Logging, 5-16, 6½¢; ¾,
5½¢; tie out, 75 p.c.

CHURNS

Barrel, No. 0, \$5.60; No. 1,
\$5.00; No. 2, \$6.25; No. 3, \$6.90;
No. 4, \$8.15 each.

CLEAVES, MALL. 8½¢ per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian
list.

COPPER

Sheet and planished copper,
60¢ per lb. Tinned, 47¢; Braziers'
soft copper, 10 24 ft., 26¢; 27½¢.
Soldering irons, 55¢ base.

DRILLS

Bit stock, 45 p.c.; Blacksmith,
½ in. round shank, 40 p.c.
Eversrough, 8 in., per 100 ft.,
\$3.70; 10 in., \$4.50; 12 in., \$5.50
Conductor pipe, 2 in., per 100
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

ENAMELWARE

Canada, 40; Imperial, 45, 20;
Premier, 40; Colonial, 15, 20;
white, 65, 5; diamond, 40; pearl,
15, 20 per cent.

FIXTURES

Star hollow ware, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE

400 lb. bbls., 14½¢ lb.; 125 lb.
kegs, 15½¢ lb.; 10 lb. bags, \$1.85
each; 24 oz. bottles, \$3.85 doz;
12 oz. bottles, \$2 doz.

FERRULES AND RINGS

30 per cent. off.

FILES. Nicholson's 57½ p.c.

GASOLINE

Printers' naphtha, bbls., 30¢
per gal.; \$4.95 per case.

GALVANIZED WARE. Net list.

Heavy pails, light pails and
heavy tubs.

GLASS, WINDOW Single D uible

Up to 25 in. 6 75 10 25

26 to 40 7 50 11 75

41 to 50 10 00 13 25

51 to 60 10 50 14 00

61 to 70 11 25 14 15

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES

Light T and strap, 55 p.c.

Corrugated Strap Hinges — 4,

\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,

\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,

\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;

10, \$5.90; 12, \$8.35.

HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.55; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS

55 per cent. off list.

KNOBS. Door, 307, \$1.35.

IRON BAND

1½ in., \$3.80; 1¼, \$3.80; 1 in.,

\$3.90. Apollo and

IRON GALVANIZED "Fleur

Premier de Lis"

10½ oz. or 28 Eng. 7 70 7 50

28 Am. or 26 Eng. 7 50 7 25

26 Am. or 26 spec. 7 20 6 95

24 7 05 6 55

22 6 45

18 and 20 6 85 6 25

16 Am. 6 70 6 10

14 Am. 6 50 6 10

IRONS, SAD

Common Sad Irons, 8 lbs.,

6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set ... 0 95

Mrs. Pott's No. 50 set 1 00

Mrs. Pott's common sad iron

handles, 55¢ dozen, Mrs. Pott's

improved, \$1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,

60¢; B, per case 6 doz., \$4.10; per

doz., 75¢.

LANTERNS

No. 2, plain 7 50

No. 20, X-ray 11 25

No. 22, Dash board 10 00

Trullite short, globe, doz. 7 50

LEAD PIPE, \$10.90, \$11.90.

LEAD WASTE, \$10.90.

LINSEED OIL

Raw, per gal., \$1; boiled, per

gal., \$1.03.

These prices are for barrels.
Less amounts 5¢ per gal. extra,
with additional charges for cans,
etc.

MATTOCKS

Pick, \$6.25; cutter, \$6.25.

NAILS

Wire, f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,

f.o.b. Winnipeg, \$4.20.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.

Banner, 24 in., \$2.50; 36 in.,

\$2.90; 48 in., \$3.60; 60 in., \$4.20;

72 in., \$5.10; 84 in., \$6.

NUTS

Square, small lots, 1c advance

over list; case lots, net list.

Hexagon, small lots, 1c advance

over list; case lots, net list.

OIL CANS

Gal-

vanized

½ gal., dome top, \$2 14 \$...

1 gal., dome top, \$2 81 \$...

2 gal., dome top, \$4 05 6 00

¾ gal., dome top, \$5 20 8 65

3 gal., dome top, \$6 40 10 75

OILS

Silver Star oil, 10½¢ gal.;

Royalite oil, 17¢ gal.; Palatine

oil, 20½¢ gal.; Capital Cylinder,

30¢ gal.; Standard gas engine

oil, 43¢; Polarine oil, 60¢ gal.;

Prairie Harvester oil, 40¢ gal.

DRY COLORS

Yellow ochre, in bbl. lots, 3¢;

less than barrel lots, 4¢; golden

ochre, barrels, 4¢; less than

barrels, 5¢; Venetian red, barrels,

\$2.50; less than barrels, \$3.50;

American vermilion, 20¢; Eng-

lish vermilion, \$3 per lb.; Can-

adian metallic oxides, barrel lots,

3¢; English purple oxide, in

casks, 3½¢; less quantities, 4¢

per lb. Red lead, kegs, \$14; 15

lb. for less.

PICKS Clay, 6-7, \$6 per dozen.

GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; 1½,

\$7.50; ¾, \$9.28; 1, \$13.72; 1¼,

\$17.13; 1½, \$21.20; 2, \$28.55; 2½,

\$41.15; 3, \$61.65.

IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1½,

\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,

\$11.30; 1½, \$13.50; 2, \$18.18; 2½,

\$30; 3, \$39.25; 3½, \$47.25; 4,

\$56; 4½, \$68.78; 5, \$80.10; 6,

\$103.95.

Above prices on pipe under

revision; advance will be about

5 p.c. See weekly report.

PLASTER, Paris, per bbl., \$3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44¢

per lb.; less, 44¢ lb. In ½-lb. pkgs.,

full cases, 46¢ lb.; less, 46½¢ lb.

PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8

inch, \$4.75; full polish, 6-7 inch,

\$5.50; 8 inch, \$5.75; Black sheets,

\$4.65; 8 inch, \$4.90; Black sheets

—28 gauge, \$3.60; 26, \$3.45; 24,

\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,

\$3.10; 10-12, \$3.15.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½ x 14 in.,

\$1.75 per dozen.

PUTTY

100-lb. irons 3 25

25-lb. irons, per cwt. 3 50

1½-lb. tins 0 07

RIVETS AND BURRS

Iron rivets, 30 per cent; cop-

per, No. 7, 66¢ lb.; No. 8, 66¢;

No. 9, 67¢; No. 10, 71¢; No. 12,

75¢.

Five-lb. assorter boxes, No. 8

gauge, 74¢ lb.; No. 10 gauge, 79¢

lb.

Copper Burrs, No. 7, 65¢; No.

8, 66¢; No. 9, 68¢; No. 10, 71¢;

No. 12, 76¢.

ROPE

Sisal, 14½¢ base; pure Manila,

22¢ base; British Manila, 18½¢

base; lath yarn, 14¢ base; Afri-

can hemp, 17½¢ base; cotton

rope, 27¢.

Tarred Marine Hanks, per

lb., 31¢.

SASH BALANCES (Caldwell.)

22-13 per cent. off.

SAWS, BUCK

Happy Medium and Watch

Spring, \$4.25; Lance Tooth or

Lightning blades, \$5; New Cen-

tury, \$6.50.

SCALES

Same form as Toronto quo-

tations, making discounts in all

cases 5 per cent. less. All quo-

tations f.o.b. Winnipeg.

SCREWS

Bright iron, round head, 70 p.

c.; flat head, 75 p.c.; round head,

brass, 45 p.c.; flat head, brass,

37½ p.c.; coach, 45 p.c.

SHEET ZINC. Any lots, 30¢.

Black Steel Sheets

10 gauge 5 00



Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS



"Silkstone" is a business-builder—a producer of substantial profits—giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable*. Is more economical than distemper colours and can be used where distemper cannot.

Dries smooth as silk, hard as stone.

Send us a trial order and test its selling qualities.

Have we an agent in your town?

If not, write us for agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEYMOUR SHEARS

have been the
Standard for over
eighty years

**TAILOR SHEARS
TRIMMERS
BANKER SHEARS**

**BARBER SHEARS
LADIES' SCISSORS**

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER,**
Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

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THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

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Short Globe
Lantern.

Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

LAMP BLACKS

*A Germantown of quality
that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

OWL BABBITT METAL

Write for dis-
count to trade.

**THE OWL
METAL CO.
LTD.**
Winnipeg

With difficulty
we induced a
customer to stock
a few pounds of
OWL METAL.
His sales
for the past
year were
two tons.
Price 30c lb.

"Maple Leaf" Brand
STITCHED BELTING
"Maple Leaf" Brand
Belt Dressing
DOMINION BELTING CO. LTD.
HAMILTON, CANADA

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

SASH CORD

THE BEST MADE

Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

A FEW HOURS TIME Netted Him \$13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him \$13.75 in Cash. We paid Mr. Rundle better than \$1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily **be duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

**The MacLean Publishing Co.
Limited**

143-153 University Ave.

TORONTO

CANADA



SIMMS
SET IN RUBBER

BRUSHES

GUARANTEED
FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the **OTHER** kinds.

Why sell your customer **CEMENT-SET** brushes or those set in some imaginary **SECRET COMPOSITION** that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A **GLUE-SET** brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

SIMMS
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our
jobbers on request.

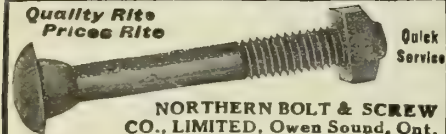
T. S. SIMMS & CO.
LIMITED
ST. JOHN (FAIRVILLE), N.B.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite



Quick
Service

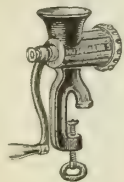
NORTHERN BOLT & SCREW
CO., LIMITED, Owen Sound, Ont.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



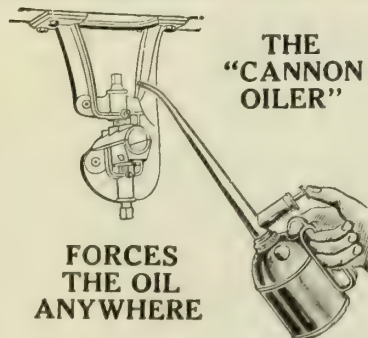
FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLUGH & CO.
Unity Bldg., Montreal

HEADQUARTERS FOR

SPRAYERS, 5 kinds
PATENT STOVE PIPE, Split Rivets
ASH SIFTERS, The expanded metal one
COLLINS MFG. CO., Toronto



THE
"CANNON
OILER"

FORCES
THE OIL
ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver.

Just what meets a long felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

R. E. BLOOMER
KEITHSBURG, ILL.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

METAL STAMPINGS

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED 154 Simcoe Street, Toronto

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Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

CAMP



FURNITURE



J. PICKLES, 159 Portage Ave. E. WINNIPEG



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

CROP PROSPECTS

Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop.

The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada.

We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada.

The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.

THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO., LTD.
143-153 University Avenue, TORONTO

MYERS POWER PUMPS

No. 359

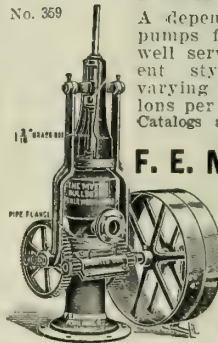
A dependable line of power pumps for shallow and deep well service. Made in different styles with capacities varying from 300 to 7,200 gallons per hour. Catalogs and special information on request.

F. E. MYERS & BRO.

Ashland, Ohio.

J. H. Ashdown
Hardware Co., Ltd.
Winnipeg, Calgary
and Branches.

Lewis Bros., Ltd.,
Montreal
Distributors.



We Want You
to Pump Us
about the
RICHMOND

This pump is called BZE-FIXT because it is so simple; one style for any well or requirement. Just the thing for Western Canada, because it is anti-freezing. Big profits for the dealer. Sold only to the trade. Order from Jobber, or write to us for circular.

RICHMOND PUMP CO.
W NNIPG



CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED Manufacturers of all kinds of! **MONTREAL**
Building Paper, Pitch and Coal Tar



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

IRON AND STEEL

Drills, Auger Bits, Files, Hack Saws, Sand Paper, Emery Cloth.
Cap and Set Screws.

Bolts, Nuts, Washers, Cotter Pins, Lock Washers,
Anvils, Vices, Blowers, Forges, Waste. **LET US QUOTE YOU.**

WILKINSON AND KOMPASS

TORONTO

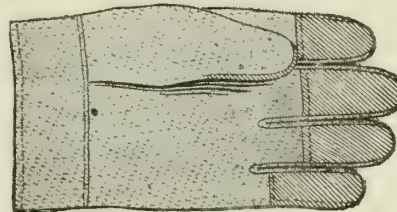
HAMILTON

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WE SHIP PROMPTLY.

**WINNING THE
BUYER'S FAVOR**

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



*They
Sell all
Summer*

TAPATCO COTTON
REGISTERED BRAND TRADE MARK GLOVES

Are fine for the gardener. More porous than leather; they are cooler.

They likewise are used by many farmers for their comfort and coolness—for stable work and for field use.

The woman in the house likes them—for her many tasks in which hands must be saved from hurt and dirt. Motorists, cyclists, and others like them—all have use for cotton gloves.

They are cheap—that is a big point in their favor, and they make repeat sales.

This is why you should keep a stock on hand always. But have our brand—for their worth.

Jobbers supply our Gloves. If you have difficulty, write us. We will tell you where to get them.

The American Pad & Textile Co.
CHATHAM, ONT.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.



The "Handy" ICE PICK

is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

SAVES ICE

The "Handy" has an exclusive feature in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means waste.

We offer you this wonderful little pick with attractive display box.

It's a dandy seller and a good profit maker.

Write for full details.

JOHN CHATILLON & SONS

New York City



Interior View

Exterior View

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company

Limited
GALT, CANADA



"HENDRYX" Parrot Cages

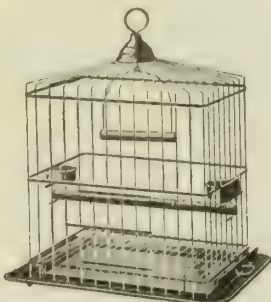
The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.

New Haven, Conn.

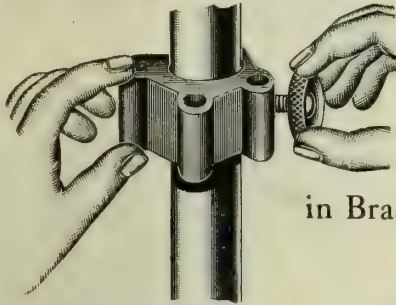


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WILLIAMS BROS. & PIGGOTT, LTD.

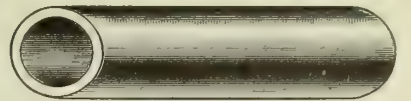
Small Heath, BIRMINGHAM



Patent Grip-Tight Socket

Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.



Over 1000
different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS



**High Quality
TOOLS**

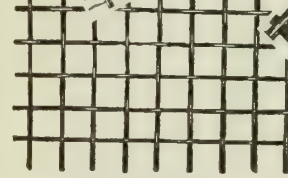
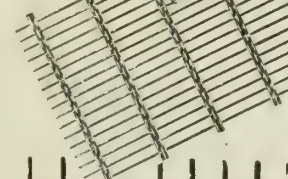
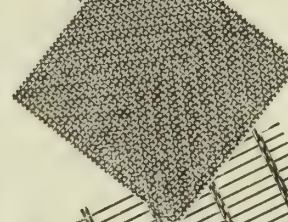
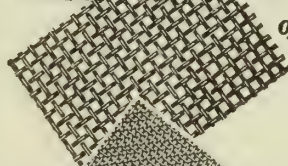
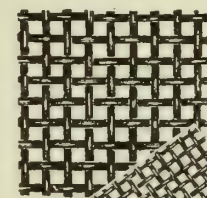
**that you'll find
very profitable**

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers

Milbury, Mass., U.S.A.



**Wire
Cloth**

of every description



Our Double Crimp
process of weaving en-
sures a very rigid fab-
ric. Our production is
second to none. Our
prices are right.

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Goods Company**

Hamilton, Ont.
Eastern Representative,
H. F. O. Eull, 184 Mance
St., Montreal, Que.

Headquarters for High Carbon

Bale-Ties and Baling Wire

Also Manufacturers of

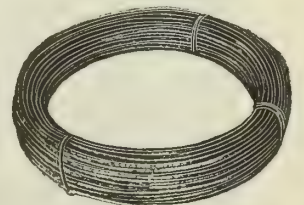
NAILS and WIRE
all Kinds



CROSSHEAD



SINGLE LOOP



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.

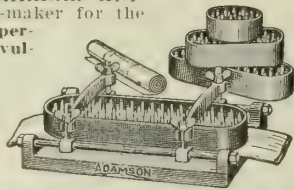
H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B. C.

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Draw Profitable Business

ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS. The money-maker for the repair man. The Adamson operates different from all other vulcanizers no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS. With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

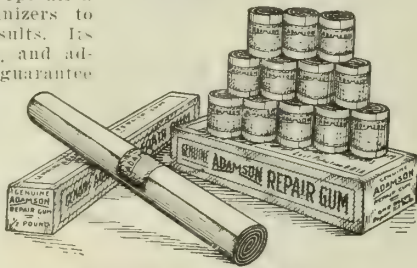


ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities, and advantages are a guarantee against failure. No cement is necessary. "It makes repair work a pleasure."

Write for attractive dealers' proposition on complete line.

There are over one million in use—several times more than all other makes combined. YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.



MADE IN CANADA

ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.

The easiest washer to operate

"London" No. 1 Washer

PATENTED 1908

The construction of the working parts is scientific but very simple.

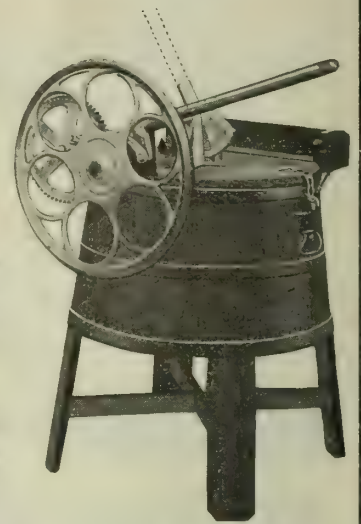
The comp and gearing ensures great speed, and the rapid motion of the fly-wheel produces an evenness and smoothness of running which is pleasant to operate and thorough in its work.

The price is remarkably low, not because of cheap construction, nor inferior materials. We use only the best kiln-dried Cypress in the tub, and all metal parts are accurately ground to fit perfectly.

We are able to undersell our competitors on account of our quantity production, which cuts factory costs to a minimum.

The selling of one "London" No. 1 Washer in your vicinity means the selling of many more, because every user becomes a booster.

Write for full particulars.



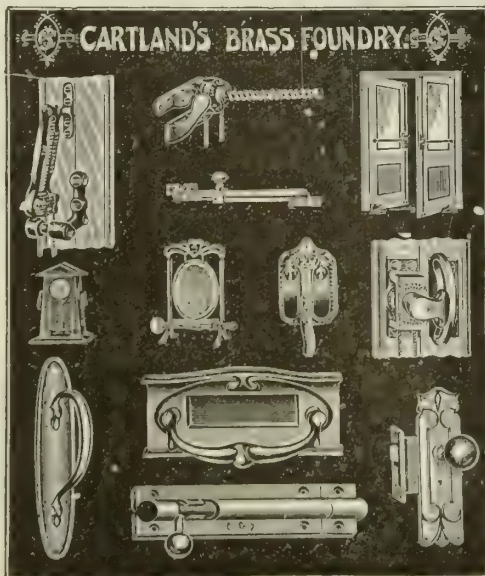
The London Foundry Co., Ltd.
LONDON, ONTARIO, CANADA

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

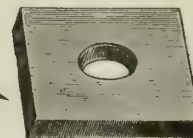
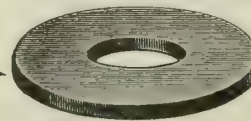
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or Galvanized

Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

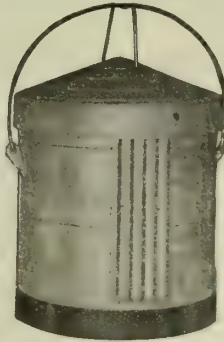
Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

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CANADA SANITARY CAN

For Ashes
Garbage and
General
Purposes



2 sizes—14x15 and 15x17

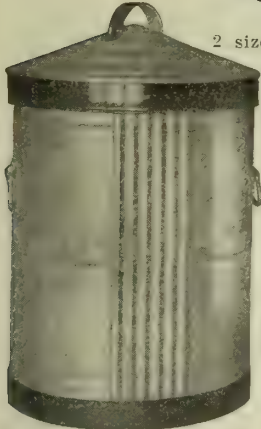
Strength and durability are something that everybody looks for in a garbage can.

YOU'LL FIND "CANADA" CANS GOOD SELLERS because they are reinforced with metal staves so as to withstand to the greatest possible extent the abuse to which such cans are subjected.

"Canada" Cans are sanitary. The inside is free from dirt-catching corrugations.

"Canada" cans are distinctly finished. They appeal to customers at first sight.

Sold by all leading jobbers.



2 sizes—16x22 and 18x26



3 sizes—16x27, 18x27 and 20x27

J. SAMUELS

275 Queen St. West, Toronto

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson &
Teetzel, Vancouver

Reliable
QUALITY



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL
METAL

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: **A. RAMSAY & SON COMPANY, Montreal.**

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The PURITAN REFRIGERATOR Sells Easily

because it combines quality construction and moderate price.

DESCRIPTION

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman Gold Trimming.

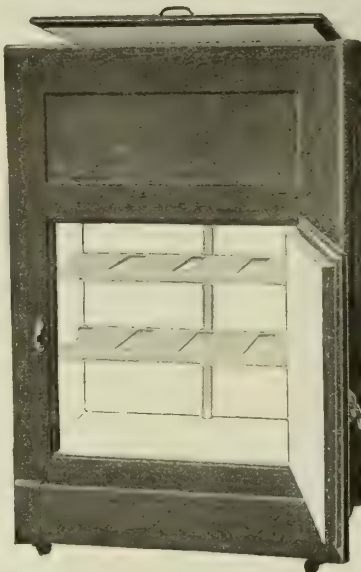
Fully Guaranteed

We also manufacture a splendid line of Screen Doors and Window Screens.

Write for full details and prices.

Our line comprises over 45 styles of refrigerators ranging in price to meet the demand of those who want a cheap refrigerator to the demand for the very best.

The Sanderson-Harold Company Ltd.
PARIS, CANADA



Every Minute Pays

→ YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra \$10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. C. G. Toronto, Can.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED
SPRING BARB and PLAIN
FENCE WIRE, OILED and
ANNEALED WIRE, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

FOR SALE

Spring Steel

5200 lbs. $\frac{3}{8}$ " x 3"—16' long @ \$4.50 per 100 lbs.

High Speed Steel

300 lbs. Armstrong Whitworth— $1\frac{3}{8}$ Rd. @ \$2.50 per lb.

Machinery Steel

105 Bars Machinery Steel— $1\frac{5}{16}$ Rd. $9\frac{1}{4}$ " Long, @ \$3.20 per 100 lbs.

Drift Tool Steel

Made by Wm. Hall, Sheffield, Eng.

2000 lbs. $11/16$ " diameter... $7\frac{1}{2}$ c per lb.
5000 lbs. $13/16$ " " ... $7\frac{1}{2}$ c "
4500 lbs. $15/16$ " " ... $7\frac{1}{2}$ c "
100 lbs. $1\frac{1}{16}$ " " ... $7\frac{1}{2}$ c "

Delivery F.O.B. Montreal or Toronto po'nts

**Manitoba Bridge & Iron
Works, Limited**

Winnipeg, Man.

PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

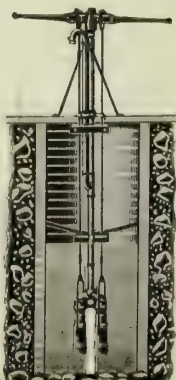
Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire
Fence Co., Ltd.

Winnipeg, Man.
Hamilton,
Ontario



The AYLMER Double-Cylinder Double-Acting Force Pump.



This is the only pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy working. Always primed. Never freezes.

Will force the water any distance and to any elevation required with ease. In case of fire it has no equal.

The pumps you will eventually handle. Why not now?

Easy to sell.

Aylmer Pump & Scale Co., Ltd
Aylmer, Ontario

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED — AN EXPERIENCED HARDWAREMAN, capable of taking charge of up-to-date hardware in Western City, with object of taking interest in business if everything is satisfactory. Must be thoroughly reliable, good appearance, first class salesman. State nationality, married man preferred. Salary, \$2,300 per year. Apply in first instance by mail only to Editor, Hardware and Metal, Box 289, Toronto. (27)

FOR SALE

FOR SALE—OWING TO THE DEATH OF my partner and brother, and my own poor health, I am compelled to give up one of the most profitable hardware businesses in the city of London. Our stock is all clean and up-to-date, and bought at before-the-war prices. This is a rare opportunity for the right man. Apply to W. D. Love, care of The Love Hardware Co., 111 Dundas Street, London. (27)

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

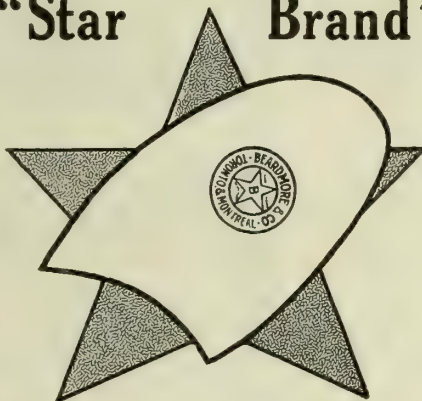
DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

"Star Brand"



SOLES and Lifts

A line that will pay you big returns on your investment. The demand is consistent, because they give a service that is decidedly superior. They sell all the year round. *Guaranteed to outwear any other.*

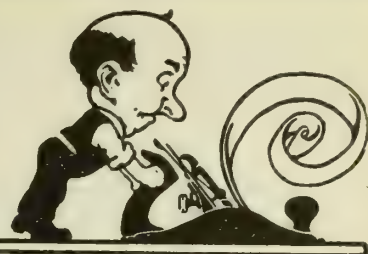


BEARDMORE & CO.

Tanners

**TORONTO and MONTREAL
CANADA**

**This space \$1.00
per insertion on
yearly order.**



Sell a Plane by Its Cutting and Lasting Qualities



Sell "National" Planes

The frames are extra heavy, and the blades are of special High-Grade Sheffield Steel, finely tempered and accurately ground and honed.

Every Plane is thoroughly inspected before leaving the factory, and carries with it the **National Guarantee** of Quality and Accuracy.

Our Catalog shows actual photographs of our line. May we send you a copy?

**National Machinery
and Supply Co., Ltd.**
HAMILTON, CANADA

Kindly
Mention
This Paper
When
Writing
Advertisers

If interested, tear out this page and keep with letters to be answered.

Western Canada Headliners in July MacLean's

The three leading contributors to MacLean's Magazine for July are from Western Canada: **Robert W. Service**, the song-writer of the Yukon Sourdough; **Agnes C. Laut**, the distinguished author of "The Lords of the North" and numerous other stories of Western Canada life, and more lately the dynamic contributor to current literature on war and business topics; **Nellie McClung**, famous throughout Canada as speaker, campaigner and writer, and who carries with her all the vigor and freshness of a prairie breeze.

MacLean's Magazine is vibrant with the spirit of Canada to-day interpreted by the Canadian writers of first rank best fitted to treat of the topics assigned them. It is a Magazine with a universal appeal, a live interest for every member of the family. It is the Magazine every Westerner will appreciate.

Consider the following list of writers and articles in the July issue and ask your news dealer for the July MacLean's.

Robert W. Service whose virile verse places his books at the head of the best sellers, is driving an ambulance car at the front in Flanders, and his war poems, appearing exclusively in MacLean's Magazine, are saturated with the spirit and color of the trenches. "The Haggis of Private McPhee" in the July Number, is a humorous and yet pathetic treatment of a subject dear to the heart of every Scotchman. C. W. Jeffrey's illustrations make it more realistic.

Agnes C. Laut Well known to MacLean's readers for her amazing revelations of German machinations in the United States, and whose intimate connection with those high up in financial, business and diplomatic circles in the neighboring Republic, has given her series of articles in MacLean's prescience positively startling, contributes to the July MacLean's yet another of outstanding import under the heading of "Canada's Greatest Service to the Empire."

Nellie McClung raises the startling question, "Now that women have the vote in Western Canada, will they want to sit in Parliament?" Mrs. McClung, herself a leader in the Western feminist movement, answers this question in a characteristic article in the July MacLean's.

Brigadier-General Logie A fascinating character sketch of the Hamilton lawyer, who, casting aside his gown and his briefs, is organizing and training as head of Number Two Division, a Canadian army larger than that Britain sent to Waterloo under Wellington. By Hugh S. Eayrs.

Immigration after the War Some plain facts are given and deductions drawn by Fisher King. No more vital question is occupying the minds of Canadian statesmen. Every business man should read this article.

Stringer and McFarlane continue in the July MacLean's their captivating stories, "The Anatomy of Love" and "Behind the Bolted Door?" Both these men are first flight fiction writers, and both Canadian born and bred, and both with continental reputations.

Then there is that ever-popular department, The Review of Reviews, which gives the busy reader the cream of the world's best periodical literature.

Buy the July MacLean's. Learn at first hand just how good and how interesting this thoroughly Canadian Magazine is.

If you can not secure a copy from your newsdealer, send 15c. in stamps for a copy of July issue, or \$1.50 for a year's subscription.

The MacLean Publishing Co., Limited, 143 University Ave., Toronto

JULY ON SALE AT **15c**
ALL NEWSDEALERS

Russell Jennings Auger Bits

Two styles
of shanks, —
three threads for
boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.



Arctic Metal

FOR
HIGH
SPEED



Try It.

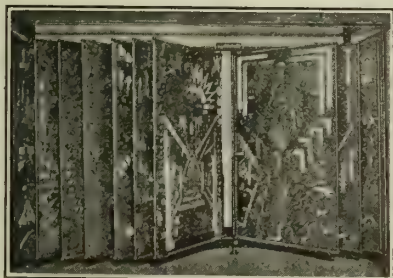
FOR
HEAVY
PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

BEL-AIR DISPLAY STAND

MADE IN CANADA



Unequal for Hard-
ware display.

Shows the goods
to the best advant-
age.

Saves time and
space.

Send for catalogue
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Originators of Eagle, Old
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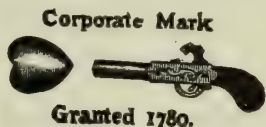
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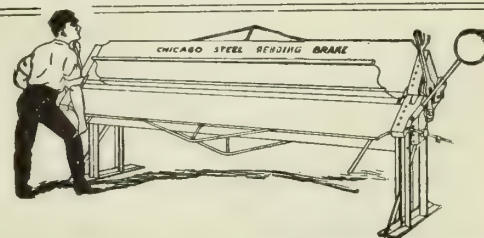
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CHICAGO STEEL BENDING BRAKES MADE-IN-CANADA

Are the most economical, most accurate and have the
most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$3.75, \$4.25, \$4.75 per dozen.

Walter Woods & Co.
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Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

NO. 44

Even the Experienced Buyer Has Always Something To Learn.

ALARGE manufacturing firm in Michigan recently established a Canadian branch factory in Toronto.

This week, some of the Executives of the firm have come over to take up their duties in the Toronto office—among them, the Purchasing Agent.

It is very significant of the modern methods of this organization that even before visiting his own office the Purchasing Agent called up Hardware and Metal and placed his order for a year's subscription, after satisfying himself that Hardware and Metal carried the class of advertising that he wanted to study.

The most successful Buyers are those who are continually studying the changing conditions and the new sources of supply as reflected in the advertising pages of the best trade paper in their field. In the Canadian hardware trade, it is Hardware and Metal's advertisements that supply this thirst for information.

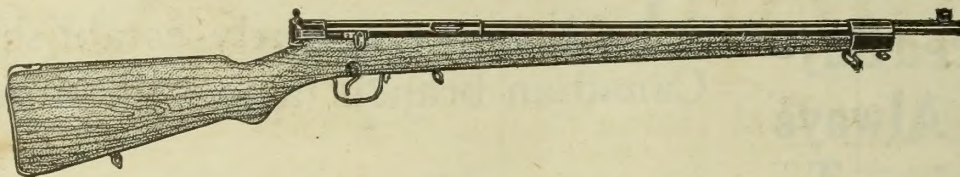
J. G. L.

The Holidays Will Boost Your Ross .22 Cadet Sales

Every youth wants to take a gun to the country. It affords lots of healthful open-air sport, and is the best way to learn how to shoot — an important duty of every Canadian.

The Ross .22 Cadet Rifle is a well-built, substantial arm, modelled on military lines. It is accurate and reliable, and is no toy, but a real rifle fit to put in the hands of any marksman for target use or small game. It is the official arm for Canadian Cadet Corps.

When ordering do not forget to replenish your stock of Ross Sporting Rifles. Ross .280 High Velocities, and Ross .303 Models will be in more demand than ever this fall.



For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - QUEBEC

Something Every House-keeper Should Buy

THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

The Lines Come to You

No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line
"B" 150 " "

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Cummer-Dowswell, Limited
HAMILTON, ONT.

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Oils, Lubricants and Specialties

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The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

If interested, tear out this page and keep with letters to be answered.

"HOYT'S FROST KING" BABBITT METAL

Once used, always used, for the simple reason that it gives a service unequalled by any other Babbitt Metal made. It is absolutely the very best metal produced for heavy duty and high speed.

All of which means that it is the best Babbitt Metal for you to sell. It makes permanent customers for you, and a permanent customer means much profit. \$5,000,000 Annual Sales — This tells its own story of excellence. Order from your jobber.

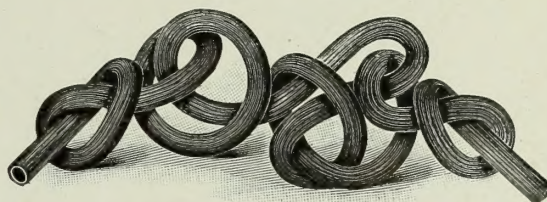
**HOYT METAL COMPANY**

New York, N. Y.

London, Eng.

Factory and Offices,
EASTERN AVE. and LEWIS ST., TORONTO, CANADA

St. Louis, Mo.

"Multiped"**The Garden Hose That Doesn't Kink**

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
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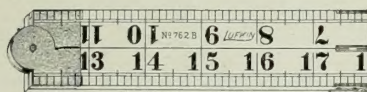
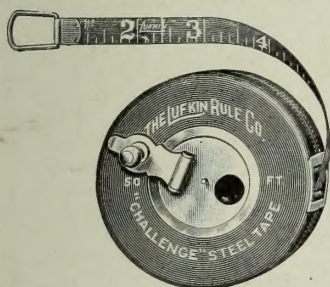
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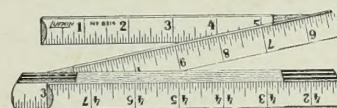
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SPRING JOINT WOOD RULES

MEASURING TAPES

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WINDSOR, ONT.

LUFKIN**GOODS**

can give you the very best of service and satisfaction.
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR
ACCURACY AND FAULTLESS SERVICE
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.**Talk Number Fifty-five**

There's such a thing as having a spic-and-span, nicely coated sheet—looks fine and dandy—but when you seam or fold it then there's trouble. Now "PREMIER" is especially strong on such work—it will stand the gaff, and it's all alike—every sheet. How about your needs for this summer's work?

TINKER TOM.

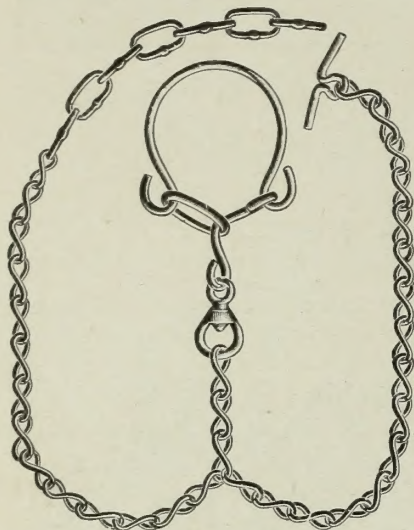
Look for Talk No. 56 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

83



McKinnon Electric-Welded Cow Ties

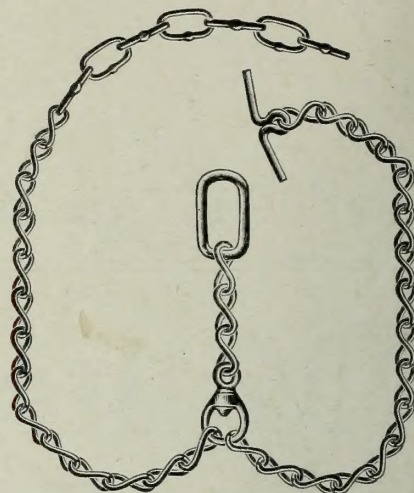


Electric-Welded

Lighter

Stronger

More Serviceable



Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the links adds 25% more strength and wear. Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO

DEPENDABLE GOODS

Many years of progressive manufacturing experience and fair dealing has made our Thistle Brand the sterling mark of quality for the saddlery and harness trade of Canada.

Bits

Buckles

Dees

Rings

Snaps



Clevises

Cockeyes

Hooks

Swivels

Oar Locks

Make yours a Thistle Brand Store. Carry Thistle Brand goods exclusively —they're trade-building, profit-makers.

McKINNON DASH COMPANY

ST. CATHARINES, CANADA